

# CHEMIST & DRUGGIST

The newsworthy for pharmacy

a Benn publication

October 24 1981

No Tenterden  
appeal—Mr Pay  
hits out at  
the Society

Simplified  
contract: PSNC  
puts figures  
on proposals

Death of NPA's  
Ken Long

Babycare  
SPECIAL  
SUPPLEMENT

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# CHEMIST & DRUGGIST

Incorporating Retail Chemist

October 24 1981

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## COMMENT

### Bitter pill

If, when the Pharmaceutical Society comes to hand out its pharmaceutical honours during the next year, it does not find something in the cupboard for Mr Dennis Pay, then there is no justice in the world! Few individual pharmacists can have been called upon to give so much time and effort, and to risk so much money on the profession as the Kent proprietor. Agreed the effort has been in defence of his own livelihood, but the principles he has stood for affect every member of the profession and their ability to provide a comprehensive pharmaceutical service to the whole public.

Yet Mr Pay today has the appearance of a bitter man (see p772). In his address to the Rural Pharmacists Association weekend conference he castigated (his own word) the Society for failing to support him at the critical times. To some extent this is unfair because in the early stages of the dispensing doctor dispute it was the Society's officers who worked feverishly on his behalf, particularly in relation to the inevitable publicity campaigns (with the memory of Tenterden still sweet, everyone involved must have hoped for an equally long-lasting favourable solution). But to Mr Pay the assistance he received then has palled into insignificance by comparison with the Society's apparent withdrawal of support when it came to backing his venture into the courts with money — even to the extent of failing to call for voluntary contributions to the funds which were set up.

Did the Society have any alternative? We cannot challenge the opinion given to the Council by learned counsel — though there are others with legal qualifications who are inclined to take an alternative view on what the Society may (or perhaps *should*) do. But the non-legal mind observes the decisions with disbelief. How *can* anyone defending the practice of pharmacy, whether individual or company, not be entitled to the support of

the Society, financially or otherwise? If the Society is indeed impotent in such situations, who should — as Mr Pay asks — act on behalf of the two-thirds of pharmacies operated by companies?

Counsel concluded that, except on one small point, the Society did not benefit from the judgment and therefore should not contribute to Payden's costs. Yet, again, the untrained mind sees only that the PSNC finds advantage in having had the law clarified — for better or worse — and surely members of the Society will be the ultimate beneficiaries. If that could be proved, counsel's opinion suggests that the Society may be involved. But only time will prove the benefit, and meanwhile Mr Pay — must pay!

To his credit, Mr Pay has never asked personally for financial backing; to its credit the membership of the Society has individually and collectively put its hand in to its pocket, to the extent that there may be a surplus to support the defence of rural pharmacy in the future. Next time, however, the Society should perhaps not get too involved in events if it has doubts about its ability to see them through to the bitter end. ■



## Tenterden appeal off as Mr Pay hits out

Mr Dennis Pay will not be appealing against the High Court decision on doctor dispensing in Tenterden. However, he will seek judgment to prevent an *ex gratia* payment being made to the dispensing practice by the DHSS. Mr Pay proposes to return the £10,000 donated to the RPA fund so that it can be used to support rural pharmacy in the future.

Speaking at the Rural Pharmacists Association conference at Blunsdon, Mr Pay explained that although he had the will and expertise to take the decision to appeal, he had not received the support he needed from the Pharmaceutical Society.

In his first public speech about the case, Mr Pay gave a chronological history of events leading up to the decision to take legal action. He was highly critical of the way the Society had behaved, indicating that it had been involved since he had talked to officials early in 1979. He pointed out that the Society had run a public relations campaign in 1980 informing Tenterden residents of the situation.

### 'Encouraged'

The Society had been represented at the meeting on July 16, 1980, between his solicitors and the PSNC when the decision was reached to go to court. "I would never have started the case without their encouragement and moral support," he added.

Referring to the cost of litigation, Mr Pay said no mention was made of it at the meeting. "I did not consider it important, and the PSNC had given a commitment to help; the Society did not commit money, but they were morally supporting me, and under affidavit I said the case was taken with the Society's support and encouragement."

As to the future, the case against the FPC concerning the *ex gratia* payment of £8,900 to the doctors, at present adjourned, is to be continued.

Mr Pay said his counsel's opinion, contrary to what was reported to the Society's Council, was that there was a good chance of success in an appeal. The opinion did go on to say, however, that because there would be no change in the status of the patient at the end of the day, applying the letter of the law could bring no advantages.

Another consideration was whether the objectives had been achieved. One major objective, the payment to the doctors, was still being pursued. However, a judicial review clarifying the law had been obtained, and it was helping to draft new legislation. The case had provided a focus for the resistance to dispensing doctors, and had upheld the status of the dispensing subcommittee.

The judge had stated that if the subcommittee requested information it must not be withheld, and that information has to be given to the subcommittee in the course of its duty. The judge, in an *ex obiter* opinion, had said that a statement from the Kent FPC that requests for patients to be put on the doctors' dispensing lists be taken as effective from the date accepted by the doctors was wrong. (This would allow doctors to dispense "on demand"). The request should be effective from when the administrator put the patient on the list. The case had also highlighted many difficulties which should encourage FPCs to improve their administrative procedures.

### Part-time pharmacies?

Mr Pay outlined what he considered to be the alternatives to appeal. Since June 12, 1980, the Kent FPC had declared that the dispensing standstill was over at Tenterden, so Paydens had the right to set up part-time pharmacies in the two satellite villages. These premises would receive essential small pharmacy support and a basic practice allowance for the time they were open. A "cordon sanitaire" would be re-established and some 3,000 patients removed from the doctors' list. He suggested the RPA may consider supporting the setting-up of such part-time pharmacies.

The final decision on an appeal was made after considering the attitude of the Society, Mr Pay said. "Although it might



Mr Pay (right) receives the RPA fund cheque from Mr Madge

have been a good thing for pharmacy to appeal, because every time we are knocked down, we stay down . . . without one of the main blocks of support it would not be sensible to continue."

He was very sad about some of the statements made in Council. That the case was only in the interest of three members was "patently untrue." On the fact the Society said they could not support a company, Mr Pay said 60-70 per cent of retail pharmacies were owned by companies. "If the Society cannot support them," asked Mr Pay, "who are they represented by?" The Society had had a period of nearly a year to withdraw their support if they wished to dissociate themselves from the case. "I believe the Society has come out of this in an extremely bad light."

Mr Pay concluded by saying that the money donated to the RPA fund was not being given to him personally, but to the cause of rural pharmacy. He proposed to pay for the costs of the case from the PSNC fund, and return the RPA fund to the Association for the support of rural pharmacies in the future. It would give the opportunity to take legal action independently of PSNC if required.

Mr Mervyn Madge, chairman, had opened the meeting with a call to consolidate the achievements of the past six months. The RPA had proved itself a responsible organisation, and it was time to move on to the stage of planning and deciding on policy and action.

To be a viable organisation required representation on Council, and Mr Madge asked members to think seriously of standing. He was aware of the problems involved, and suggested financial assistance might be available for locums.

There was a need to educate the public on the rural dispensing issue, and he felt that the doctors had traded on public ignorance, and some seemed intent on torpedoing the Clothier proposals.

Mr Donald Ross, a member of both



the Pharmaceutical Services Negotiating Committee and the RPA, then spoke. "Stick 'em up! If you think this is what some doctors have been doing to rural pharmacy, you are correct. If you also think the Government is behaving like a constable looking the other way you are equally correct."

Giving some indication of PSNC thinking on rural pharmacy, Mr Ross warned that the outlook was grim and the prospects of immediate or lasting success "a little faint." The Tenterden judgment was "a disaster for pharmacy whose primacy in its own discipline it undermines, and surely it is a bad thing for responsible doctors in whose best interest is the maintenance of good standards of practice."

Mr Ross then listed some of the options available to the PSNC post-Tenterden. He said the subject of an appeal was an emotional one, and the PSNC had come to a decision to forgo a formal appeal. There would be an application to the office of taxation to see if there could be a reduction in costs.

The PSNC has asked for a meeting with the Secretary of State in order to point out the implications of Tenterden, particularly the effect of the judgment on Section 55, which is now supposed to allow unqualified dispensing from unregistered premises without supervision. The gross differences between the way doctors and pharmacists are treated must be explained.

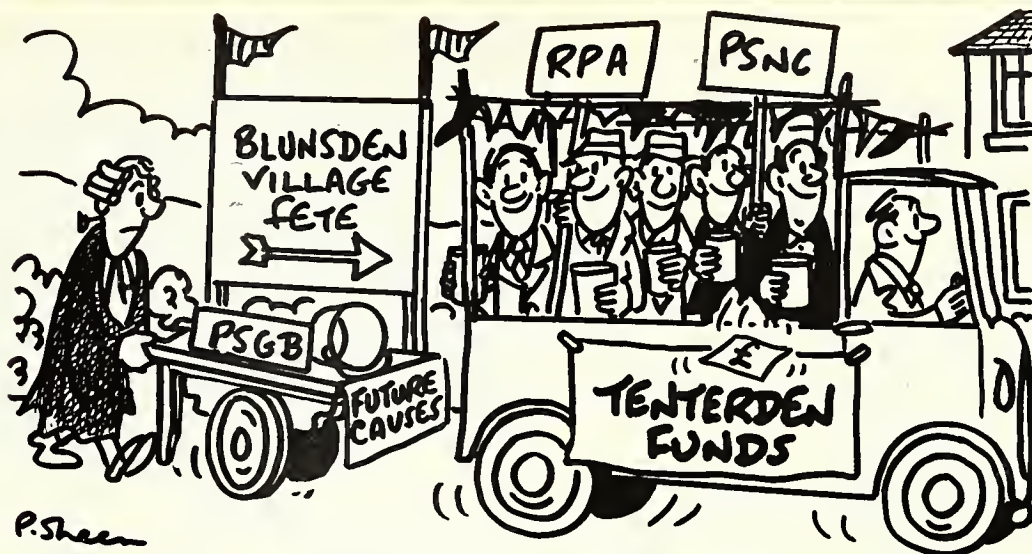
## Tighten control

Mr Ross asked about the doctor's accountability. "Surely the Treasury must grasp this nettle, their failure to do so amounts almost to incompetence and certainly to timidity." He also called for a firming-up of the procedure for recording the names of patients who are on a doctor's dispensing list. The patient choice forms should be issued and kept by the FPC, and sent directly to the patient.

The PSNC must now attempt to get an appeal procedure against maladministration of the regulations by an FPC, to avoid the sort of untidy case that Mr Pay was involved in, said Mr Ross, also pointing out that the Secretary of State could cause an inquiry where he deemed it advisable.

Coming to the Clothier regulations, Mr Ross said much hinged on the new draft Regulation 30, in which FPCs will mark on a map "controlled localities", which in their opinion are rural in character. A pharmacist or doctor would not be allowed to start dispensing without the approval of the rural dispensing committee in one of these localities. It is estimated as much as 80 per cent of Great Britain could become "controlled." Mr Ross felt that the decision of what is rural in character is going to cause as much trouble as it was meant to solve. A three-mile limit would be much simpler.

MR David Hall, editor of *Medeconomics*, had been invited to put



the case for the medical profession. In a speech plagued with interruptions from all quarters he conceded that rural pharmacists were disadvantaged in terms of the substantial number of steps required before they could practise within the NHS. He felt Clothier provided a control on dispensing in rural areas, and saw no reason why a compensation fund should not be in being by the time the rural dispensing committee started work. He questioned who the RPA were fighting. If it was the medical profession, that was not the most beneficial approach. Surely the DHSS was the correct target.

Mr Hall said it would be no bad thing

for pharmacists to adopt and strive to achieve some of the policies and privileges attained by the medical profession; to follow their path instead of attempting to ambush them, could produce benefits for both professions and the patient.

Arising out of discussion, the Association decided to send a letter to the Society expressing extreme disappointment at the way Mr Pay had been left "high and dry" after their initial encouragement. The idea of part-time pharmacies was seen as a subject to be discussed at greater length, and it was proposed to look into the possibility of engaging a Press officer. The Association also decided to push for a 5 km limit. ■

## Contract proposals priced without an on-cost

Proposals for simplified payments to NHS chemist contractors are soon to be sent to Local Pharmaceutical Committees for consideration — and they would give around £8,000 a year practice allowance plus 49p per prescription fee in place of on-cost etc.

Giving that information to the first conference of Berkshire LPC contractors on Sunday, Mr Alan Smith, PSNC's chief executive, suggested that by doing away with on-cost contractors could remove the suspicion that their advice is coloured by the price of a medicine. He also predicted that the days of the open-ended drugs bill were numbered — the Government would not restrict prescribing but would increase prescription charges and use analyses of doctors' prescribing costs.

Introduction of the triple repeat prescription form would also reduce ingredient costs since some prescriptions would not be presented for dispensing. The combined result would be that turnover would plateau, without a decrease in prescription numbers — making contractors better off with a fee than with on-cost. The proposed figures would distribute the same amount of money roughly as at present.

Challenged to say whether the new contract proposals did not give the Government an opportunity to apply a "norm" to remuneration, Mr Smith

pointed out that they did not apply to the "left-hand" (input) side of the balance sheet — overhead costs would still be calculated and only the way the money was paid out would change. He was also asked about those contractors who did not receive basic practice allowance now, replying that the changed circumstances meant they should have a right to further appeal.

Heading off another criticism, Mr Smith said he had been attracted by the argument that contractors in high-ingredient cost areas required on-cost to obtain a return on their higher stock investment. However, a survey had shown there is no correlation between ingredient costs and stock-holding — which depends more on the wholesaler service available and prescription volume. ■

## Pressure on GMSC

*C&D* understands that the General Medical Services Committee will receive a letter from the Pharmaceutical Services Negotiating Committee shortly expressing concern at the length of time taken to decide whether general practitioners can contribute voluntarily to the Clothier compensation fund.

PSNC says doctors would need to contribute 85 pence per capita to this fund (*C&D*, October 3, p587). ■



## NPA membership for Safeways . . .

Safeways Ltd have been elected a member of the Scottish Pharmaceutical Federation, and the National Pharmaceutical Association has decided to accept an application for membership. This follows the opening of a pharmacy in a Safeway store in Scotland.

Mr T. Astill, NPA director, in a statement said: "The question was not decided without a good deal of heart-searching by Board members, who appreciate that it may not be universally approved by NPA/SPF members. But bearing in mind that NPA was founded primarily as an employers' association, and that it devotes much time and effort to making representations to Government departments and other organisations on behalf of members, the Board concluded that the balance of advantage for NPA members as a whole lay in spreading the membership net as widely as possible.

"The Board will keep under review the criteria for membership and will not hesitate to do so if it appears that there is a need for some restriction." ■

## . . . Tesco pharmacy is confirmed

Tesco have confirmed that the pharmacy concession in their new supermarket at Sutton in Surrey (*C&D*, September 26, p528), will be run by Sharp Chemists Ltd (managing director, Mr P.D. Sharp).

The store will open on November 17 and have the largest sales floor area, 48,000 sq ft of any Tesco branch in London — it will have a grocery, fresh and frozen food, "exotic" food and vegetables, home 'n' wear, wine and spirits, and in-store-bakery sections as well as "Bite", a "fast-food" restaurant, and the pharmacy, which is the sole concession and occupies 1,700 sq ft.

A spokesman for the company said that no more pharmacy concessions were planned at the moment: "They are always under consideration but we have no definite plans for opening more units." ■

## Babyfood prospects

Higher profit markets and additional sales potential will mean that the grocer's share of the baby food market is certain to grow as the prospect of widening the availability of their products becomes attractive to manufacturers.

A Mintel report on the market, just published, reaches this conclusion — it examines the various subsectors and looks at the different approaches of manufacturers. (See also this week's *C&D* Babycare supplement.) *Mintel Reports* (£210 per year in UK), 20 Buckingham Street, Strand, London WC2. ■



## More winning assistants

Winner of the Cockermouth regional final of the C&D Assistant of the Year competition was Andrea Cummings of W. Doherty's, 16 Crescent Road, Windermere, Cumbria. Mrs Cummings is pictured above shaking hands with last year's regional winner Shiela Hartley. Looking on are Mr Bob Mitchell, managing director of Riddleys wholesalers, together with second prizewinner Sheila Holcroft, third prizewinner Vivien Bell and winner of the under 19 prize Elizabeth Bloomer.

At York the winning place went to Mandy Elizabeth Hare of J. Barrit Chemist, 37 Chanterlands Avenue, Hull. Miss Hare is pictured with runners-up Margaret Smith (right) and Rosalie Robinson after the presentation and with all the contestants.

In the North Midlands regional final (*C&D* last week p721) the second prize went to Mrs S. Griffiths of Burrows & Close, Derby Road, Stapleford, and not as published.

The competition is sponsored jointly by C&D and NPA Products



## VAT clawback in Scotland

Health Boards in Scotland have been asked by the Scottish Home and Health Department to recover from each chemist contractor at the end of October the full amount of the four special payments made because of delays in obtaining refunds of VAT from the normal source.

The amounts due will be offset against monthly payments to contractors to be paid by the Board on November 1. Customs and Excise has indicated that it is now forwarding payments within 12 days of receipt of VAT repayments claims. Contractors are therefore urged to ensure that they have taken the necessary actions to reclaim VAT. ■

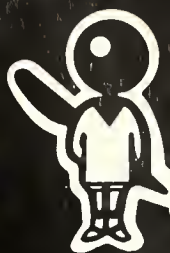
## No change on PSNI Council

All six retiring members of the Council of the Pharmaceutical Society of Northern Ireland have been re-elected.

At the PSNI's fifty-sixth annual meeting the president, Miss M.J. Watson, declaring members re-elected, said that all six had offered themselves for re-election and no new candidates had come forward. Council was concerned at the lack of new candidates, year after year, she said. The vacancies caused by the death of Mr W.J. Bolon and the resignation of Mr D.A. Giles had been filled by the co-option of Mr D. Corbett and Mr G.W. McGlaughlin who she hoped would have a long and happy association with Council. ■



# If it's it's



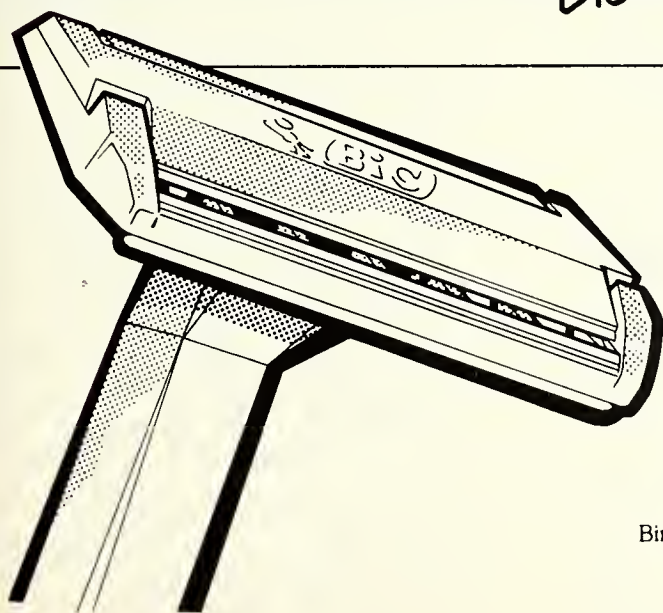
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# No reduced fees for part-time pharmacies says NPA

The National Pharmaceutical Association will not grant reduced fees to part-time pharmacies because the Controlled Drugs risk and the legal and business services required by such a pharmacy were unlikely to be significantly less than those needed by a full-time pharmacy.

The Board's decision was reached "as a matter of principle", after discussion of a request for reduced subscriptions for pharmacies open for only a few hours each day.

Pharmacists are to be advised to ask for a minimum fee of £20 whenever they are invited to participate in market research involving simple questionnaires and to ask for higher fees when the surveys are more complex and time consuming.

The Board had received complaints about the length and nature of a recent Nielson questionnaire — a meeting is to be arranged with the company to advance the NPA's views.

Pharmacists are to be advised by the NPA to notify their Local Pharmaceutical Committee if they believe that a doctor in a rural area has dispensed a medicine from the surgery when in fact he should have issued a prescription.

A member had suggested that the NPA should prepare a leaflet to give to such doctors, but after discussion, the board declined to do this.

■ **Early retirement of female pharmacists.** The Board decided not to support a request from a self-employed female locum pharmacist that the NPA should ask the Inland Revenue to extend to female pharmacists the arrangement that permitted female members of other professions such as nurses, physiotherapists, midwives and health visitors, to retire — for self-employed pension purposes — at age 55.

■ **EEC matters.** Members of the European Parliament and Common Market officials are taking action to delay the introduction of the EEC Directive on the mutual recognition of diplomas and the right of establishment of pharmacists until a system of control over the distribution of pharmacies operated in the UK — the NPA has received and discussed reports from them on their actions.

■ **Toothpaste advertising.** Colgate say that they did not intend to offend pharmacists but that they were prevented by the IBA Code of Advertising Practice from illustrating a pharmacy or pharmacists in their advertisements. The NPA had issued a complaint to the company about the use of a grocer's shop in television advertisement.

■ **Tradesmen's register.** Board members did not support a recent article in the *Pharmaceutical Journal* which suggested

the establishment of a tradesmen's register at Mallinson House. Such information about "recommended" electricians, plumbers, and other service people was best handled at local level.

■ **Additional labelling of ethicals.** There was little enthusiasm for a member's suggestion that ethical manufacturers be asked to include a reference to the list of warning labels published in a recent *Pharmaceutical Journal* as it was felt that few members would have ready access to this information even though the *Journal* has offered reprints. Before making a general approach to the Association of British Pharmaceutical Industries about the possibility of their members including the relevant warnings on original packs, it was decided to look again at the table and other such lists to see what further practical help could be given to members.

■ **Child resistant closures.** A report was received from the makers of "Clic-Loc" stating that, with NPA help, over 800,000 of their user instruction leaflets had been distributed to over 2,000 pharmacies.

## ■ **Protection of employment regulations.**

The NPA would continue to object, in concert with the National Chamber of Trade, to the Government's proposals that employees' contracts of employment would not automatically terminate when there was a change of business ownership.

One of the effects of the proposed legislation would be that the acquiring business would no longer have the right to pick and choose which employees to take over. All would go with the business and take with them their accumulated statutory rights to possible redundancy payments and unfair dismissal compensation.

■ **Oxygen in the home.** The British Oxygen Company had responded favourably to an NPA request that in the new BOC leaflet "Oxygen in the home" the older type cylinder head should be included among the illustrations.

A further meeting would be held with the BOC about the return of oxygen cylinders. But because of technical difficulties of construction, it was decided not to pursue a member's suggestion that the NPA arrange for the production of a head guard for steel oxygen cylinders. ■



## Portrait unveiled

A portrait of Mr Joseph Wright was unveiled at Mallinson House on October 13 by the president of the Pharmaceutical Society, Professor Arnold Beckett.

After tracing the highlights of Mr Wright's career — he recently retired as director of the National Pharmaceutical Association group of organisations — Professor Beckett, "a friend and professional colleague for so many years", complimented Mr Wright on the initiative he had taken in promoting the continuing education of practising pharmacists.

Post-qualification education and training were vital to the establishment of

pharmacists in the important field of primary health care, a role which the profession "must stress much more strongly in the future". Professor Beckett said he took it as a pleasure and honour to have been asked to unveil the portrait of someone who had made "such a fantastic contribution to all aspects of pharmacy". It was more important than ever that the leaders of all branches of pharmacy worked towards keeping pharmacy united — "subdivision is dangerous!"

Mr Wright said that he liked to think that if George Mallinson were looking on today, he would be proud of how his original "Retail Pharmacists Union", now sixty years old, had progressed and developed since those early days.

The portrait was painted by Mr Bernard Hailstone, RP. ■



**Mr Brian Hardy**, chairman of the Plymouth branch, Pharmaceutical Society, has been appointed to the new Plymouth Health Authority.

**Douglas and Anne Anstead**, who retired from the fine chemicals division of Ellis & Everard at the end of August, had a farewell party held in their honour at the Cafe Royal last month. Mr Anstead was the founder of D.F. Anstead Ltd, the principal operating company in the fine chemicals division, and his wife played a leading role in the Society of Cosmetic Scientists, being president in 1974.

## Death of Mr Ken Long

Mr Ken Long, FSAI, pharmacy planning consultant to the National Pharmaceutical Association died suddenly on October 16.

Mr Long, who was 54, joined the senior staff of the National Pharmaceutical Union in 1966 to establish a pharmacy planning department in the Union's new premises at Southgate. He quickly endeared himself to members during his frequent visits to their pharmacies in all parts of the UK.

He gained his knowledge of planning and design at the Sidcup College of Art and the College for the Distributive Trades and had experience in store layout and merchandising at a large retail organisation before being appointed area consultant for Nordia. Before joining the NPU, he ran Unichem's pharmacy modernisation department.

Mr T.P. Astill, NPA director, in a tribute to Mr Long says: "The ample, jovial figure of Ken Long was a familiar and welcome sight to many retail pharmacists. It would hardly be an exaggeration to say that Ken changed the face of British pharmacy. In the fifteen years that he headed the NPA pharmacy planning department, he advised the proprietors of no fewer than 6,000 businesses on the layout, design and re-fitting of their premises. His talents and experience were assets to the NPA that will be very difficult to replace.

"His patience and the painstaking attention that he gave to every detail of NPA member's plans were reflected in his own paintings and etchings. His deserved reputation as an artist was rapidly spreading — he has held local exhibitions of this work.

"Ken will be greatly missed by his colleagues at Mallinson House who all extend their deepest sympathy to June, his wife, and his four grown-up children in their sad and untimely loss." ■

## By Xrayser

### Not enough

Our Council is concerned that some pharmacists are not accepting their responsibility in relation to the supply of Controlled Drugs. It is presumably in response to the miserable hassles with drug-addicted patients, and the damage and real loss caused by attempted and successful break-ins, that these pharmacists have decided to stock CDs no longer.

I have had my share of break-ins and attempted burglaries, though the two or three attempts since I installed an effective million decibel (I exaggerate slightly) twin-bell alarm system were unsuccessful. It is my view that those portable, wall-hung tin suitcases we were forced to buy, made our problems far worse than they were before, since those masquerades for "safes" merely concentrated the goodies in one easily-found spot. It is truly ludicrous that those few pharmacists who rejected the official lolly-box in favour of a proper safe, duly bolted to the floor and immovable even when *not* so bolted, should still have to apply each year to have their safe approved and *inspected*. I would have thought that practical disincentives to potential drug thefts should be encouraged, not penalised.

But irrespective of what we may think of the merits or otherwise of legal storage requirements, it must be a basic premise of any business operation to ensure the security of its buildings and contents, whether it be jam factory or jeweller, photographer or pharmacy. Knowing something of their problems, I regret that I have little sympathy with those contractors who choose not to carry CDs since the public in need of them have a right to expect us to supply these most urgently-needed drugs when they need them — need being the word.

Our obligation is as much moral as contractual, although of course it is on the latter count that our obligation may be enforced. I leave you with the thought that had we had a far more vigorous and self-confident leadership in the past years, their common sense realism might have avoided a great number of the problems of today.

### Too much!

It was refreshing to see at the last PSGB Council meeting that someone, Mr Bannerman, got up and dared to suggest that the *PJ* reporting of the Statutory Committee proceedings was excessive and repetitive, and that the motion he proposed was carried, if only by 10 to 9.

From my reading of similar proceeding from the journals of other disciplines it would seem that whilst the bones of the cases are described, the dryness of extensive reporting is omitted, in favour of a statement of the offence, the conclusion and penalty. Short and to the point being the general rule. As it should be.

### Letters

One of the unexpected joys of writing a column like this is to receive letters addressed to Xrayser personally. Sometimes they are full of encouragement, sometimes warmly endorsing views thought to be mine (and occasionally misreading me completely), or just asking for a good old get-together yarn. Some offer me hints on overcoming problems I have had — as for example a recent note telling me of a good way to prevent self-adhesive labels unreeling in the roller of my typewriter.

I am grateful for them all, for it is flattering to have a tangible response to my weekly output, even though I cannot reply directly to any. However, having learned from last week's *C&D* that Mr S. Horner, of Pickles, has had a stroke, I would like to wish him well on his way to a full recovery, since he is one who has written from time to time, communicating at once an interest in the future of pharmacy, and a great joie de vivre. Long may it continue.

### Groupings

Someone has posted me a copy of the first issue of *Rural Pharmacist*. I've read it and pronounce it good. But as one journal coming along with so many others it leads me to comment on the number of organisations within pharmacy. Firstly, the Society itself, set up to . . . ? At this point I realise that I wasn't around when it was set up, and don't possess a copy of the charter to check my facts. I'll do it before next week, when I promise I will develop a theme long on my mind, concerning the various bodies within pharmacy, I hope it may entertain. ■



## Dioralyte now available in four-sachet OTC packs

Armour Pharmaceutical Co are introducing four-sachet OTC packs of Dioralyte glucose electrolyte powder.

Dioralyte is a pharmacy-only medicine for the correction of fluid and electrolyte loss in infants, children and adults. The product has been formulated to treat losses associated with infantile diarrhoea but the company says it is also appropriate for the treatment of older children and adults. Each sachet contains sodium chloride 200mg, potassium chloride 300mg, sodium bicarbonate 300mg and dextrose monohydrate 8g. The contents should be made up to 200ml with freshly boiled and cooled drinking water.

The reconstituted solution provides the optimum glucose-sodium concentration to stimulate the reserve capacity of the small intestine, Armour say, and they recommend that the solution is taken freely in place of foods for 24-48 hours. Infants should be offered the same quantities as are used for their normal feeds. Any solution remaining one



hour after reconstitution should be discarded but it can be used for up to 24 hours if stored in a refrigerator.

Dioralyte was previously only available in 20-sachet packs. The new OTC packs (£0.98) come in display cartons of 12s. Each pack gives simple instructions on use and contains an insert with further information. *Armour Pharmaceutical Co Ltd, Hampden Park, Eastbourne, East Sussex BN22 9AG.* ■

## Numark superbuys and additions

The second part of Numark's Treasure Trove Superbuys will run in store from November 9-21 and will include Kotex Simplicity 10s (with two extra towels) and 20s, SR toothpaste, Sunsilk hairspray, Silvikrin shampoo, Nice N' Easy, Fashion Style home perm, Lil-lets, Hanx, Ribena, Lucozade and Impulse.

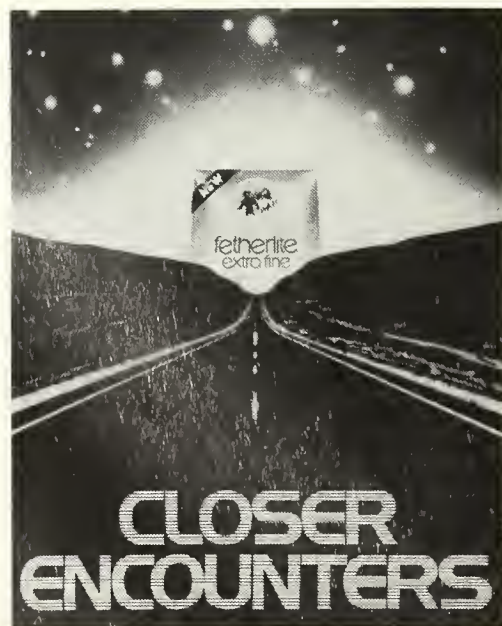
All these products will be featured in the *Daily Mirror*, *The Sun*, *Sunday Post*, *Woman's Realm*, *Woman's Weekly* and Ulster television.

Other products on promotion included Imperial Leather talcum powder, Kotex Sylphs, Handy Andies, Sivikrin toners and shaders, Band Aid clear plus eight plasters, Band Aid washproof plus 10 extra plasters, Vespré and Chekwate.

Optional extras include Rennie, Alka Seltzer, Feminax, Andrews liver salt, KY jelly, Beecham powders and tablets, Beecham powders mentholated, Mac lozenges, Ralgex spray and stick, Hedex,

Halls mentholiptus, Blistez cream, Phensic, Veno's and Veno's adult formula.

ICML have also added two tissues to the Nuhome range of paper products. The Nuhome mansize (£0.39) is on promotion at £0.35 as an introductory offer in November, with a £0.60 member pack bonus. In addition Nuhome family tissues are introduced at a rsp of £0.29 and will be promoted at £0.25 with a £0.66 member pack bonus. During November each case will contain it's own merchandising material in the form of a shelf/stock card. *Independent Chemist Marketing Ltd, 51 Boreham Road, Warminster, Wilts.* ■



Following the "Small family car" and "Crowd stopper" advertising campaigns, LRC Products are promoting their recently relaunched Durex Featherlite extra fine with a poster campaign headlined "Closer encounters". The campaign will run from November through to January. LRC Products Ltd, North Circular Road, Chingford, London E4 8QA. ■

## A Porsche prize

Duracell are to run a promotion offering the customers £1 off their next battery purchase and giving them the chance to win a Porsche. The competition comprises listing points in order of preference. POS material promoting the competition is available. The batteries are also to be advertised until Christmas on television. *Duracell UK Ltd, Gatwick Road, Crawley, Sussex.* ■

## Clarins to form UK subsidiary

Jica Beauty Products Ltd and Clarins of Paris have mutually agreed to discontinue their UK sales agency agreement. Clarins will be forming their own UK subsidiary but until a date has been finalised their products will continue to be supplied by Jica. *Jica Beauty Products Ltd, 258 Station Road, Addlestone, Surrey KT15 2PV.* ■

## Licence extension

The product licence for Seven Seas cod liver oil has been extended and can be used for prophylaxis for rickets (vitamin D deficiency disease). The DHSS has given written authority as of September 9. *British Cod Liver Oils Ltd, Marfleet, Hull, North Humberside HU9 5NJ.* ■

## Vespré sampling

Starting November, Vespré will be taking part in a Press campaign aimed specifically at the teenage market. Four teenage magazines will carry a full-colour offer of samples which will include Vespré 10s. Any six of eight products will be offered for 28p, "the price of the postage". The offer runs until February 28 and is limited to one pack per person. *Johnson and Johnson Ltd, 260 Bath Road, Slough, Berks.* ■

## Doom sizes

The Doom insecticide range of aerosols contain a net content of 250ml and not as C&D were previously advised (October 10, p671). *Napa Products Ltd, Paragon Street, Hull HU1 3NQ.* ■



# COUNTERPOINTS

## Roll-out for Vitaplus multivitamins

The test market for Vitaplus multivitamins has now been extended into the Wales, West, Westward and Anglia areas. This roll-out is being supported with an £800,000 national equivalent television advertising campaign which starts on October 26 and runs for four weeks in ATV, Granada, Trident, Harlech, Anglia and Westward. A second burst is planned for the New Year. The

campaign features a new 30-second version of the award-winning commercial which uses animated musical notes.

Vitaplus, which is available in standard and with iron presentations, contains ten vitamins (30s, £1.05; 60s £1.89).

In the test areas the introduction of Vitaplus generated a real growth of six per cent in the market, says the company, and the Vitaplus share varied on a regional basis from 12 to 20 per cent. Consumer sales, they say, are seasonal with 57 per cent occurring from September to February. *Farley Health Products, Torr Lane, Plymouth, Devon, PL3 5UA.* ■

## Roc nail enamels and POS unit

Roc Laboratories have developed a range of nail enamels (£2.65) comprising ten new shades to match their lipstick collection introduced earlier this year. The range has been reformulated to provide a longer-lasting, faster-drying product, and contains a well-tolerated polyacid

polyalcohol resin in place of the commonly used formol sulphamide which is a well known allergen, says the company.

Roc is also offering a counter display for Ultra-fine protective base. The merchandiser contains six of the moisturising lotion plus a tester and product information leaflets. *Roc Laboratories UK Ltd, Avis Way, Newhaven, Sussex BN9 0JX.* ■

## R&A trade offers

Richards & Appleby are running two trade offers from mid-October until January 1, 1982 on their Nailoid range and Allcocks plasters.

12 Nailoid nail dry (£0.85 rsp), are supplied free with every order of 6 dozen assorted Nailoid products from the recently repackaged range. The second bonus is 24 as 20 on their medicated Allcocks plasters. *Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs WN8 9SU.* ■

## Anti-lice comb

The DC4 dust comb (£0.99) is for the removal of lice and nits from infected scalps. The comb is saw cut from acetate blanks, with 6 thou between teeth, and is blister packed in boxes of 24 — with instructions on the backing card. *G. B. Kent & Sons Ltd, London Road, Aspley, Hemel Hempstead, Herts.* ■

# BE PREPARED.



**Elastoplast - the first name in first-aid.**

The Health and Safety (First-Aid) Regulations 1981 place new duties on employers and the self-employed to ensure that adequate first-aid equipment is available at all places of work.

Elastoplast is pleased to announce the launch of a new range of first-aid kits whose contents comply with the guidance notes to these new Regulations.

Employers and the self-employed should now be reviewing their first-aid equipment. You too should be prepared - for much increased demand.

Speak to your Smith and Nephew Consumer Products representative for information on the new kits from Elastoplast. Elastoplast - the first name in first-aid



Smith and Nephew Limited, Occupational Care,  
Bessemer Road, Welwyn Garden City,  
Hertfordshire AL7 1HF  
Telephone: Welwyn Garden (07073) 25151

Elastoplast is a registered trademark of T.J. Smith and Nephew Ltd



## Grocers gain in wet shaves as Wilkinson go for market lead

The grocery trade is rapidly gaining in the wet shave market at the expense of pharmacies and drug stores, with only Boots in the chemist trade seeing a lift in volume this year.

As Wilkinson Sword launch into a new television advertising campaign, their analysis of the market shows grocery outlets experienced a highly successful year with a 17 per cent rise in volume share taking them to 30 per cent and usurping Boots as largest volume outlets.

Boots, however, still enjoyed a five per cent increase giving them a 27 per cent share, but other pharmacies and drug stores suffered an 8 per cent fall to 33 per cent. Other outlets are down 20 per cent and now hold only 10 per cent.

Overall, say Wilkinson, the wet shaving market is slowly declining and despite a £5m rise in its worth this year — to £46m — blade consumption remained static, as it has over the past four years.

In this situation, the company believes independents of all types will continue to lose out, but they did introduce smaller packs this year (*C&D*, January 24, p123 p132), "to match average rate of sale". The packs are specifically aimed at the cash and carry trade, an area Wilkinson believe has not been fully exploited by any of the blade companies.

The only expanding area is said to be in disposables, which they say are also being increasingly used by women. Despite this, no plans are afoot for the launch of a disposable specifically for women as they believe their products to be "unisex" in both their application and appeal.

### £2m spend

What Wilkinson have planned is a sizeable boost for their wet shaving market as a whole in the shape of a £2 million campaign starting this week. Their stated objective is to regain and hold the brand leadership.

The company admits that its advertising may not have been as successful as it might have been in recent years, having flagged in impact with a concentration on individual products rather than their sixties style corporate image of craftsmanship.

In their first television advertising since February, they are returning to their old style with 40 and 20 second commercials running nationally. The first burst started this week and runs for a further five, the second commencing in

January with further bursts throughout the year. The "very successful" 10p off newspaper campaign also continues.

Of the product types, Wilkinson say disposables are way ahead with a 46 per cent volume share, the original double edge blades and the newer systems (cartridge) divide the rest of the market between them with 27 per cent each.

Three companies account for virtually all blade sales, and Wilkinson put themselves neck and neck with Gillette with 37 per cent of the market each. The disposables only people — Bic — are placed third with 25 per cent.

*Wilkinson Sword Group Ltd, Sword House, High Wycombe, Bucks HP13 6EJ. ■*

## Maybelline addition

Maybelline have added Ultra Slim lipsticks (£1.25) to their colour cosmetics range. With an extra creamy formulation, the eight lipsticks come in an angled case designed so that the lipstick keeps its shape. *Plough UK Ltd, Penarth Street, London SE15 1TR*

## Increase in level of Andrex softness

Andrex, which is credited with a 30 per cent share of the £225m toilet tissue market, outselling its nearest rival by approximately three times, has been updated with an increased softness level. This follows two years of study which led the company to conclude that increased softness does not result in reduced strength. Bowater-Scott see the development of Andrex softness as a major re-investment in its leading brand. Overall consumption continues to grow at 1-2 per cent per annum they say with 70 per cent of housewives buying six toilet rolls every four weeks.

Until the end of the year packs will bear the flash "Softer than ever" and over £1 million will be spent on an advertising campaign featuring the Andrex puppy. The campaign will run until the end of the year. *Bowater Scott Corporation Ltd, East Grinstead, West Sussex RH19 1UR. ■*

## Silvikrin savings and Brylcreem bonus

Silvikrin shampoo and hairspray are now being promoted by Beecham Toiletries with price-reducing on-pack offers involving the more popular sizes.

Silvikrin shampoo 125ml carries labels flashed with the offer price of £0.42 and on the 100ml and 175ml labels of Silvikrin hairspray there are coupons valued at 5p and 7p off next purchases.

Brylcreem is also being promoted with an on-pack offer covering 16 different do-it-yourself aids and tools.

Special display-collarette/application-forms are mounted on well over a million Brylcreem tubs. Applicants sending in the foil seals from inside any two Brylcreem tubs — together with one self-addressed collarette form — will receive two DIY items free, as well as a brochure listing savings on 14 other home-improving items. The two free home care items are 25 plastic rawlplugs (mrp £0.32) and a 19½ foot roll of draught excluder (mrp £0.79) and the brochure includes five price-reducing coupons (worth £3.15 in total), six cash-back-refunds (collectively worth up to £9). *Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex. ■*

## THIS WEEK'S NEWS

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Anadin:	All areas
Askit powders:	Sc, G
Bic razors:	Ln, Lc, We
Colgate Dental Cream:	All except E
Crookes One-a-day	
multivitamins:	M, Sc, So, NE, We, G, CI
Dencen denture cleaner:	M, Lc, Y, NE
Flo Thru:	All areas
Listermint:	Ln, M
Macleans:	M, Y, NE, A, Sc, U, We, B, G
Matey & Miss Matey:	All areas
Mucron:	U
Oil of Ulay:	Sc
Ovaltine milk chocolate bars:	All except E
Paddi Cosifits:	All areas
Pampers:	Ln
Sanatogen multivitamins:	All areas
Silvikrin Supersoap:	All areas
Vitaplus multivitamins:	
	M, Lc, Y, Ne, WW, A, We
Vosene shampoo:	Y, Ne
Waxworks:	Lc



# PRESCRIPTION SPECIALITIES

## Timolol approved for prophylaxis after infarction

The Committee on Safety of Medicines have given the first approval for the use of a beta-blocker — timolol — in the prevention of myocardial re-infarction.

The approval follows the Norwegian trial published earlier this year in the *New England Journal of Medicine* in which 1884 patients who had previously suffered heart attacks were given either timolol or placebo for up to 33 months. A reduction of nearly 40 per cent in the overall death rate was shown in the timolol group with a 49.6 per cent reduction in "high risk" patients. The rate of re-infarction at 33 months after the initial infarction was reduced by 28 per cent.

In Merck Sharp & Dohme's data sheet for Blocadren the indications have been extended to include the long-term prevention of myocardial re-infarction and cardiac death (including sudden death) in those patients who have suffered the acute phase of an infarction. The recommended maintenance dose is 10mg twice daily, starting on 5mg twice daily and increasing if there are no adverse reactions. The indications for Betim have also been extended.

A study on another beta-blocker, metoprolol, in 1395 patients with definite or suspected acute myocardial infarction was published in last week's *Lancet*. Treatment with drug or placebo was started as soon as possible after arrival in hospital and continued for 90 days. Total mortality was reduced by 36 per cent in patients on metoprolol. The authors comment that this is the first study to show beneficial effects on survival from beta-blockade during the early phase of myocardial infarction and that their

results support the view that early administration of beta-blockers is of value in myocardial infarction.

The mortality from 12 days to three months was reduced by 42 per cent in patients on metoprolol and the authors compared this with the 24 per cent reduction found in the same period with patients given timolol in the Norwegian trial. This could be due to starting treatment much earlier in the metoprolol trial, which they say seems likely, a difference in the patients, or a difference in efficacy between the two drugs. ■

## Bezalip tablets

**Manufacturer** MCP Pharmaceuticals Ltd, Simpson Parkway, Kirkton Campus, Livingston, West Lothian

**Description** White film-coated tablets marked "BM" on one face and "G6" on the reverse, each containing bezafibrate 200mg

**Indications** Lipid-lowering agent indicated for type IIa, IIb, II, IV and V hyperlipidaemias where the condition has been fully defined and diagnosed, where diet alone is insufficient to control it and where the long-term risks warrant treatment

**Dosage** Three tablets daily taken with or after food. Maintenance dosage may occasionally be reduced to two tablets daily particularly in the treatment of hypertriglyceridaemia. Initial response is usually rapidly apparent although a progressive response over a number of weeks may occur. The response should be monitored at intervals and treatment should be terminated if an adequate response has not been achieved within four to six months

**Contraindications** Hypersensitivity to bezafibrate, severe liver dysfunction or primary biliary cirrhosis; severe renal disorders; nephrotic syndrome

**Precautions** Should not be administered to pregnant or breast-feeding women. Care is required in patients receiving anticoagulant therapy — the dose of anticoagulant should be reduced by 50 per cent initially and then titrated to the patient's needs. Dosage may need to be reduced in patients with mild to moderate renal dysfunction — see literature for details

**Side effects** Gastro-intestinal effects such as fullness of the stomach are the most common. This is frequently transitory and does not normally require cessation of treatment. A myositis-like syndrome and, rarely, disorders of potency and general hypersensitivity may also occur

**Packs** 100 (£10.56); 500 (£51.22 both trade)

**Supply restrictions** Prescription only  
**Issued** October 1981 ■

## Spiroctan-M injection

**Manufacturer** MCP Pharmaceuticals Ltd, Simpson Parkway, Kirkton Campus, Livingston, West Lothian

**Description** Clear, yellow, aqueous solution containing 200mg potassium canrenoate in each 20ml ampoule

**Indications** Treatment of oedema associated with cardiac dysfunction, particularly where cardiac arrhythmias and/or digitalis intolerance due to hypokalaemia occur. Treatment of oedema associated with secondary aldosteronism in clinical cases such as ascites, oedema associated with liver dysfunction, with the nephrotic syndrome and responsive oedema of different aetiology. Treatment of hypertension associated with excess aldosterone.

Potassium canrenoate is converted *in vivo* to canrenone, the major active metabolite of spironolactone. Clinical

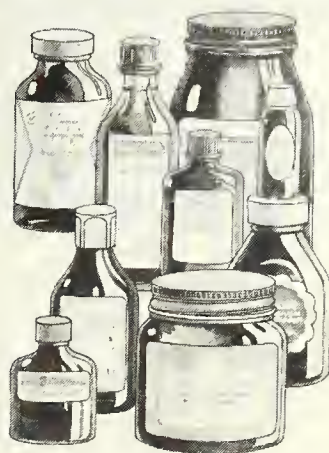
*Continued overleaf*

## ENGLISH GRAINS

*Strength...  
...is also in its  
liquid assets*

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The name speaks volumes.



## Prescription Specialities

*Continued from previous page*

effects are similar to those of spironolactone and, as with the latter, direct cardiac effects are produced independently of the aldosterone antagonist actions. Thus at the recommended dosage positive inotropic and anti-arrhythmic activity is seen

**Dosage** Normal adult dosage is up to 800mg daily by slow intravenous injection given either singly or in divided doses. In severe cases a thiazide diuretic may be administered concurrently until a satisfactory diuresis has been induced

**Contraindications** Hypersensitivity to potassium canrenoate; renal failure; hyperkalaemia; hyponatraemia

**Precautions** Not recommended for administration to children or to pregnant or breast-feeding women. Should not normally be given with potassium supplements. Injection should be given slowly (2-3 minutes per ampoule) to avoid local venous irritation. Patients on long-term therapy should have their electrolyte balance monitored frequently but intravenous therapy is normally of short duration with oral spironolactone used for chronic treatment. Spironolactone has been shown to produce tumours in rats when administered in high doses over a long period of time. The significance of this is not certain, but the long-term use of potassium canrenoate in young patients requires careful consideration of the

potential benefits and hazards  
**Side effects** Pain or irritation at the infusion site may occur. A transient confusion syndrome has been observed at high doses (1g per day or more). Nausea and vomiting may also occur soon after a high dose. Chronic usage could, in theory, cause androgenic effects in females and gynaecomastia and sexual dysfunction in males but as the product is not generally used in this way these effects have not been reported

**Packs** 5 × 20ml ampoules (£3.62 trade)

**Supply restrictions** Prescription only  
**Issued** October 1981 ■

## 'Dispray' 3 stocks

Stuart Pharmaceuticals are withdrawing Dispray 3 from their product range when existing stocks are exhausted. Users are advised to use 'Dispray' 1 which is identical to Dispray 3 except for the exclusion of the marker dye. *Stuart Pharmaceuticals, Carrs Road, Cheadle, Cheshire.* ■

## Diovol change

Pharmax Ltd now distribute the Diovol range of antacids, available as 300ml suspension (£2.55) and a 50 tablet pack (£1.69). The 500ml suspension, 250 tablet pack and Diovol Forte tablets have been discontinued. *Pharmax Ltd, Bourne Road, Bexley, Kent DA5 1NX.* ■

## Dartalan colour

Dartalan 10mg tablets have changed from their present peach colour to white, and the 500-tablet pack has been discontinued. *Searle Pharmaceuticals, Whalton Road, Morpeth, Northumberland.* ■

## Allergy advisory service

An allergy advisory service has been created by Dome/Hollister-Stier, "to generally inform and update the primary health care team." For information, contact *Dome/Hollister-Stier Advisory Service, Stoke Court, Stoke Poges, Slough SL2 4LY.* ■

## Tace capsules

Tace capsules (chlorotrianisene 12mg) have been discontinued, but the tablets (chlorotrianisene 24mg) are still available in 50s. *Merrell Pharmaceuticals Ltd, Pimbo Road, Skelmersdale, Lancs.* ■

■ The sentence at the top of the second column on p728 of last week's issue should have read "However, the increased selectivity of ranitidine will probably benefit only a few patients in practice, as the above-mentioned side effects of cimetidine only appear in a small proportion of those treated."

## LETTERS

### Credit for discount

It should now be apparent to all dispensing pharmacists and wholesalers that neither section of the pharmaceutical distribution industry is able to benefit from discounts because the DHSS is entitled to, and will, claw back any discounts obtained by contractors. Unless the contract is changed — an event to which the DHSS is unlikely to agree in the current economic climate — this situation will always obtain.

Unichem are taking court proceedings in an attempt to obtain redress for their members, but even if they succeed it is probable that legislation, possibly retrospective, will return them to the status quo. In doing so it may also cause severe damage to other friendly societies which are not involved.

I wish to suggest that if wholesalers seriously intend to assist contractors they should immediately cease giving discounts, thus maintaining RPM (a hard-won battle a few years ago) and then provide extended credit of 60, 90 or 120 days as a permanent feature. This would

*A diagnostic poser. It would help keep duplication of stocks to a minimum if this was a new trend, and the pharmacist could supply a suitable medicament, writes the subscriber who received the prescription*

allow contractors either to place cash on deposit, or to reduce their overdrafts — in both cases increasing profitability, without the DHSS being able to claim the benefit.

With current interest rates at 15½ per cent an extra 60 days' credit would be worth approximately 3 per cent discount to every contractor on all his purchases, while 120 days would be worth 4 per cent (5 per cent to holders of overdrafts). Wholesalers, accept the challenge now and let us see who will offer the longest credit period.

**J.F. Liddle**

South Hetton, Durham

Unfortunately, this would also reduce the capital employed in the business and hence the return element included in the remuneration "balance sheet" — Editor.

*More Letters on p795*



*Dr David Owen, MP, looks at an early 19th century Turkish clog prior to the opening of the "Freedom for feet" seminar run by the Foot Health Council in London on October 15. The FHC is sponsored by industry (C&D, March 14, p498) and the professional chiropody bodies, schools and health authorities are affiliated.*



## Tax efficient ways to preserve and increase capital

Two contributions to Unichem's international convention (see also last week) dealt with money matters. On the following pages are extracts from the papers — on capital management and pensions — by Mr David Nichols, a director of C.E. Health & Co Ltd, international insurance brokers.

Mr Nichols first pointed out that there is no better investment than "a home of one's own" with maximum mortgage. He then went on to detail other investment possibilities.

**National Savings Certificates.** The 21st issue gives a tax-free yield of 9.02 per cent equivalent to nearly 13 per cent gross for basic taxpayers if held for five years. The maximum investment is £5,000 and obviously the investment can be regarded as "risk free."

**People's Bonds.** (National Savings Certificates). The one investment which is inflation-protected. An individual can invest up to £3,000 and the repayment value is linked to the general index of retail prices, free of tax. With certificates held until the fifth anniversary of the purchase date, a fixed bonus of 4 per cent of the purchase price is added.

**Save as you earn.** A contract which allows up to £50 a month to be saved by each individual over a five-year period so that a husband and wife together could save £100 per month. Again the savings are linked to the index of retail prices and a bonus equal to two months contributions is added if the certificates are retained for a further two years at the end of the contract. Repayments are free of tax.

**Building Societies.** There are various types of deposit account which currently yield in the region of 9 per cent per annum net of tax. The money is readily accessible, safe and perfectly good for the basic rate taxpayer, but not for the non-taxpayer who should invest his money with, say, the Trustees Bank where interest is paid gross.

**Bank deposit.** Interest is paid gross, and again the money is accessible. There is no limit on the amount that can be held, against the maximum of £20,000 with each building society.

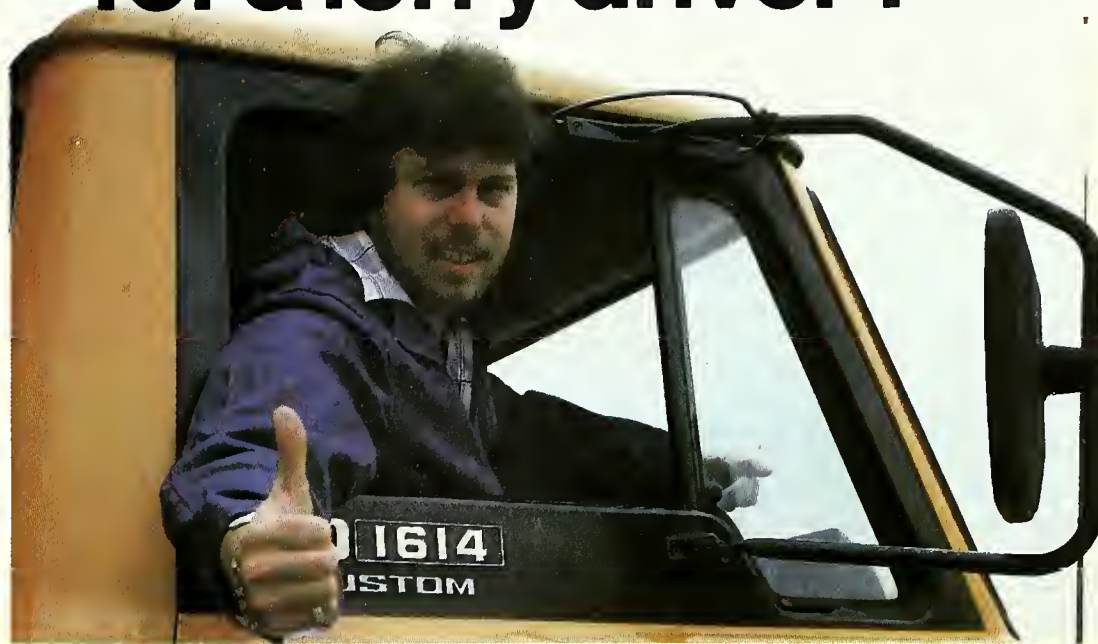
**Stock Exchange securities.** The trend has been very much away from individual holdings towards the investing in unit trusts which are tax efficient, particularly when allied to a life insurance contract. There are two methods of investing, whether investment is as a lump sum or by

regular savings direct into units or investment in contracts with a life link, getting life cover added to the contract.

Following the 1980 Finance Act the underlying holdings of unit trusts are free from capital gains tax and equity, preference shares and gilt income in UK is not subject to tax, having been effectively taxed at the basic rate before payment. All other income is taxed at the corporation rate.

When an investor cashes in his unit trust, he is liable to capital gains tax on the

## Which expectorant should you 'counter prescribe' for a lorry driver?



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- \* Rapid action, prolonged relief
- \* Does not cause drowsiness



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"Franolyn" is a registered trade mark

For further information see centre pages



# UNICHEM CONFERENCE

Capital investment  
Continued from p783

capital profit, but can use his £3,000 annual exemption to offset the tax charge. He may have to pay higher rate tax on all income distributions.

With a life bond, the life company, which technically holds the units, has to make a provision for capital gains tax liability even though for most funds, cashing in units is likely to be many years away. This is now done by adjusting the

unit price, though older funds still make a deduction from the cash-in proceeds. In addition, the investor on cash-in is subject to a higher rate tax liability on a top slicing principle. However, the investor is allowed to strip out up to 5 per cent of his investment over 20 years free of all taxes.

The effect of this tax position is to make comparisons between unit trusts and life bonds complicated. In general, the unit trust group is now more advantageous especially for the smaller investor, where lump sum purchases are concerned.

With regular saving this position changes. If the investor takes the direct route, it is treated as a series of lump-sum payments. But with a life link the tax advantages are more positive. The savings paid to the life company qualify for the tax credit given to regular savings life

assurance. At present for each £10 invested by the saver he is credited with another £1.76 by the Inland Revenue.

The life companies still have to make provision for the capital gains tax liability and adjust the price. When the investor cashes in, he is not subject to capital gains tax, but there could be a higher rate tax liability depending on when he makes the cash-in. If he cashes in after 10 years there is no tax liability whatever. Between these two periods, there is a higher rate liability on profits, but if the contract is written correctly, this could be avoided for cash-in after 7½ years. In general, it is more favourable to take the life-linked plan for regular savings.

With a life bond, the investor can switch trusts and switch into other forms of investment such as property, fixed interest and cash. With direct unit trust holdings the investor has to sell and re-invest, involving a capital gains tax liability. If certain unit trust groups are selected, such as Save & Prosper, M&G, Hill Samuel, who have their own life assurance companies, the switching facility can apply to the majority of their unit trust funds, thus giving maximum flexibility.

For the person with substantial savings, there are more sophisticated forms of investment bonds giving additional tax advantages and greater investment choice.

## Insurance policies and annuities.

Provided an insurance policy is written with premiums payable for 10 years or more tax relief will be given of 15 per cent of the premium with relief restricted to the greater of 1/6th of income or £1,500. With the change from estate duty to capital transfer tax the need for whole-of-life policies is not what it was, nor indeed is it for the conventional endowment assurance, which basically is an investment policy with a sum assured being payable in the event of death before maturity. However, endowment assurances are still a good form of basic investment, because of the tax relief and the fact that life offices pay a lower rate of corporation tax than other companies.

Annuities are not so popular because inflation reduces their real value. The purchase price is returned as part of the annuity payment and the recipient is therefore taxed only on the balance at the unearned income rate. Generally speaking, annuities should only be taken out by an employee who at retirement commutes part of his pension for a tax-free cash sum. He can then use that amount to buy an annuity which will be treated for him more favourably from the tax viewpoint as an annuity and therefore increase his income when compared with the position that would apply if he were not to commute any part of his pension. The other time when perhaps annuities should be considered is when the expectation of life is short and the individual needs income.

For some elderly persons their main asset is the house where they live. It does

Continued on p786

## Which expectorant should you 'counter prescribe' for a busy mum?



Her shopping list should include

# Franolyn Expect.



WinPharm's entirely new treatment for chesty coughs

- \* Ideal pharmacological profile
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- \* Does not cause drowsiness



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New Mac Blackcurrant Flavour Lozenges ... their fruity tang, glowing warmth and clearing menthol coolth makes them super for sore throats, super for sales too!

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## Brilliantly supported on TV

**BEECHAM HOME MEDICINES**

**Good news for sales**



# UNICHEM CONFERENCE

## Capital investment *Continued from p784*

not produce any income but they may not want to sell and move elsewhere. A home income plan enables such persons, provided they are in their 70s, to unlock this asset to produce income. Under such a scheme the investor mortgages his house with a life company, using the loan to buy an annuity. The annuity payments go first to meet the mortgage interest, which is eligible for tax relief, with the balance providing the income. This obviously is not preserving capital but is using a capital asset which is tied up to provide income in old age in a tax-efficient manner.

## Taxes

**Capital gains tax.** Net gains of up to £3,000 in a year are exempt, any excess being chargeable at 30 per cent. Losses brought forward will only be set against the annual gains to reduce them to £3,000.

**Capital transfer tax** is charged at progressive rates on the cumulative total of an individual's lifetime gifts with a final charge to the tax in respect of the

assets he possesses when he dies. In the case of a lifetime gift the amount is charged on the amount by which the gift reduces the value of the donor's estate.

It makes a great deal of sense to transfer the bulk of the estate to the intended recipient during the lifetime of the donor. This is because there are two separate tax scales, one attaching to transfers made while the donor is still alive and the other, taxed far more harshly, imposed when the estate is transferred on the event of the donor's death. Transfers made in the three years before the donor's death are taxed at a higher rate.

Fortunately, chargeable transfers do not attract CTT until they have totalled £50,000 and a husband and wife are each assessed separately and may each transfer £50,000 before incurring CTT liability.

Until this year, transfers made during the lifetime of the donor in excess of this exempt limit were cumulated throughout life. The Chancellor has now said that this cumulation should only run for ten years which means that a lifetime transfer of £50,000 made in the next tax year can be repeated ten years thereafter without being liable to CTT.

The annual exemption from CTT is now £3,000 and any unused exemption, or relief, may be carried forward by one year against transfer over the £3,000 ceiling made in the later year. Small gifts may also be made of up to £250 to any one individual without incurring liability.



David Nichols

The benefits of forward planning are quite marked. Both the lifetime and death rates of CTT come into play once the £50,000 ceiling has been reached, but whereas a lifetime transfer attracts tax at 15 per cent in the next £10,000 band, a transfer made on death or within three years before death, is taxed at 30 per cent in this bracket. The two rates do not converge until the £510,000 to £1.01m band is reached, when both transfers incur a 65 per cent liability.

Any transfer between spouses is exempt from CTT unless the recipient is living permanently outside the UK, in which case only the first £50,000 will be

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exempt. Where one spouse has a large estate and the other has not, tax can be saved by topping up the smaller estate to make sure that both parties receive the benefit of the lower rates of tax.

It is possible to claim relief on the transfer of certain types of asset, mainly business properties, agricultural properties and woodlands. Broadly the transfer of a business or an interest in it give rise to a 50 per cent reduction in value for CTT purposes. A reduction of 1/5th can be claimed in the value of a non-controlling stake in a company which is not quoted on a recognised Stock Exchange.

*Investment income surcharge* adds an extra 15 per cent to the tax bill on investment income over £5,500 a year.

## Guidelines

Each person's individual circumstances must always be looked at separately. Clearly everyone needs ready cash. Bank accounts fill this requirement for day to day needs, but further money should be kept, say, in a building society up to £1,000 or £2,000.

For those with total available money in the area of £5,000 the balance could be split between "Peoples Bonds" and the 21st issue of National Savings certificates. If possible the maximum should also be spent on "Save as you earn" contracts.

Those with spare money in the region of £10,000 to £15,000 should additionally be investing in several unit trusts and guaranteed income bonds, with regular payments into life policies, particularly if they are financing their children's private education.

Only those with investments in excess of £15,000 or £20,000 should contemplate investments such as forestry and the more speculative areas such as individual shareholdings, commodities, antiques and precious metals and stones.

Investments should never be left unappraised for years because situations change, sometimes rapidly. Not only that, the law changes from time to time and can affect the approach to be taken with regard to certain investments.

## Computer future

Some of the directions in which computers will take business organisation, operation and management during the 1980s were outlined by Mr Philip Edwardes-Ker, IBM UK Ltd. He pointed out how far the cost of computer hardware had fallen over the past 15 years — in contrast to the rising cost of labour — suggesting that both trends were likely to continue. "They do give a very clear message for the 1980s," he claimed.

As an example of the new technology, Mr Edwardes-Ker summarised the attributes of IBM's 3680 programmable in-store system, a point-of-sale system intended for smaller outlets such as a

drugstore with four or five cash registers — though model 1 is a stand-alone unit for the single-register store.



Philip Edwardes-Ker

One aspect of such equipment was the need to communicate data with a headquarters, for example, and the speaker forecast the use of fibre optics, transmitting laser light in digital form, would give a two orders of magnitude increase in the rate of data transmission. Over longer distances, the communications satellite would make more data bases available to the terminal user.

Finally, Mr Edwardes-Ker talked about "convergence" — the bringing together by technology of data, voice and text/image. This would produce in the office of the future the "universal work station," the direction in which IBM were working. "We will do business in new ways, be given new tools for productivity," he said, but warned — "we must react quickly and stay flexible."

Which expectorant should you 'counter prescribe' for an accountant?

It all adds up to

# Franyllyn Expect.

WinPharm's entirely new treatment for chesty coughs

- \* Ideal pharmacological profile
- \* Rapid action, prolonged relief
- \* Does not cause drowsiness

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## Pension planning and employee's benefits

In his second paper, David Nichols outlined the advantages of making pensions provision. To emphasise the need for action, he pointed out that a person aged 20 receiving £3,000 a year would, with 8 per cent annual rises, earn £830,000 a year on retirement at 65!

### Self-employed

Following the 1980 Finance Act the self-employed can contribute up to 17½ per cent of their earnings, getting full tax relief on contributions. Investment is made in a tax-exempt fund and at retirement part of the pension can be commuted for a tax-free sum.

The earnings on which the 17½ per

cent is based are called by the Inland Revenue "net relevant earnings" and for those who are self-employed, taxed under Schedule D, certain deductions from their gross profits have to be made. These are all expenses incurred in earning the profits, such as rent, rates, business interest, employees' salaries, etc, losses whether incurred in the current tax year or incurred in the previous tax year and carried forward, capital allowances and stock relief. But personal deductions, such as mortgage interest, covenants, alimony and personal contributions to pension plans, can be ignored.

Those in non-pensionable employment, taxed under Schedule E, will normally have no deductions to make; their gross earnings from employment will

## UNICHEM CONFERENCE

be their net relevant earnings, and all deductions, for example tax, National Insurance contributions, alimony, covenants and interest, whether or not allowable for tax, are ignored. There are also "carry back" provisions which enable the appropriate percentage to be increased where a lower contribution has been paid than that which is permissible but not going back earlier than six years at the date of assessment. There is now no overriding monetary limit of £3,000.

Up to 5 per cent of net relevant earnings can be applied as premiums for life assurance of widow's pensions, but this percentage has to be taken out of the maximum of 17 per cent.

### Type of contract

There is a choice of the conventional with-profits deferred annuity under which there is a guaranteed annuity payable at the selected retirement age, which can be anywhere between age 60 and 75, and to which bonuses will be added up to maturity. There is the deposit administration type under which interest will be added year by year dependent upon interest rates generally. And there is the unit-linked type of contract in which the policyholder can decide the proportion of his investment he wants to put into equities, fixed interest, stocks or property, or a mixture of all three; the unit prices obviously reflect economic conditions and investments in each sector and obviously can go up or down.

Unit-linked contracts have become particularly popular over the past ten years and now account for approximately 50 per cent of sales in the UK. Certainly up to the present time they have shown a particularly good return. One of the advantages to the policyholder of the unit-linked type is that he can switch his investments between the various sectors using his own judgment as to how he feels the investment market will go.

Until recently many self-employed were not keen to set aside part of their income into a retirement annuity contract since it was tied up until retirement. Now, however, this has changed with the opportunity of taking out a loan alongside a retirement annuity. Since it is not possible to assign a retirement annuity as security for a loan, some other asset must be pledged to the insurance company by the policyholder. For this purpose residential or commercial property or Stock Exchange securities owned by the borrower would be acceptable.

Conditions for granting a loan vary, but as a generalisation we can say that regular contributions to the plan must be

*Continued on p790*

# Good advice

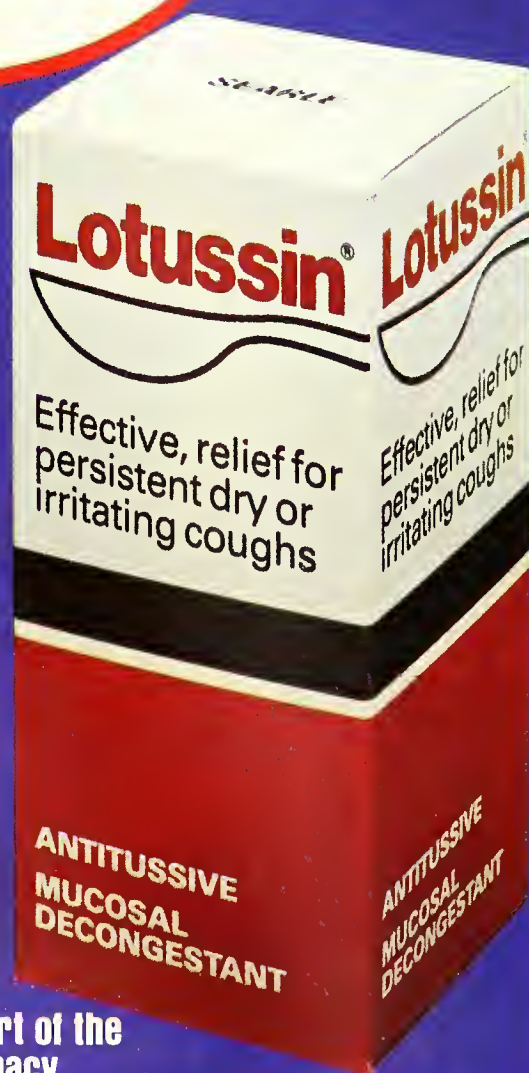
## FOR PERSISTENT, DRY OR IRRITATING COUGHS

The antitussive action of Lotussin backs your confident professional recommendation. "Counter prescribe" Lotussin for the relief of dry or irritating coughs.

★ sold only through pharmacy

★ widely prescribed

★ backed with the special support of the Searle service to retail pharmacy

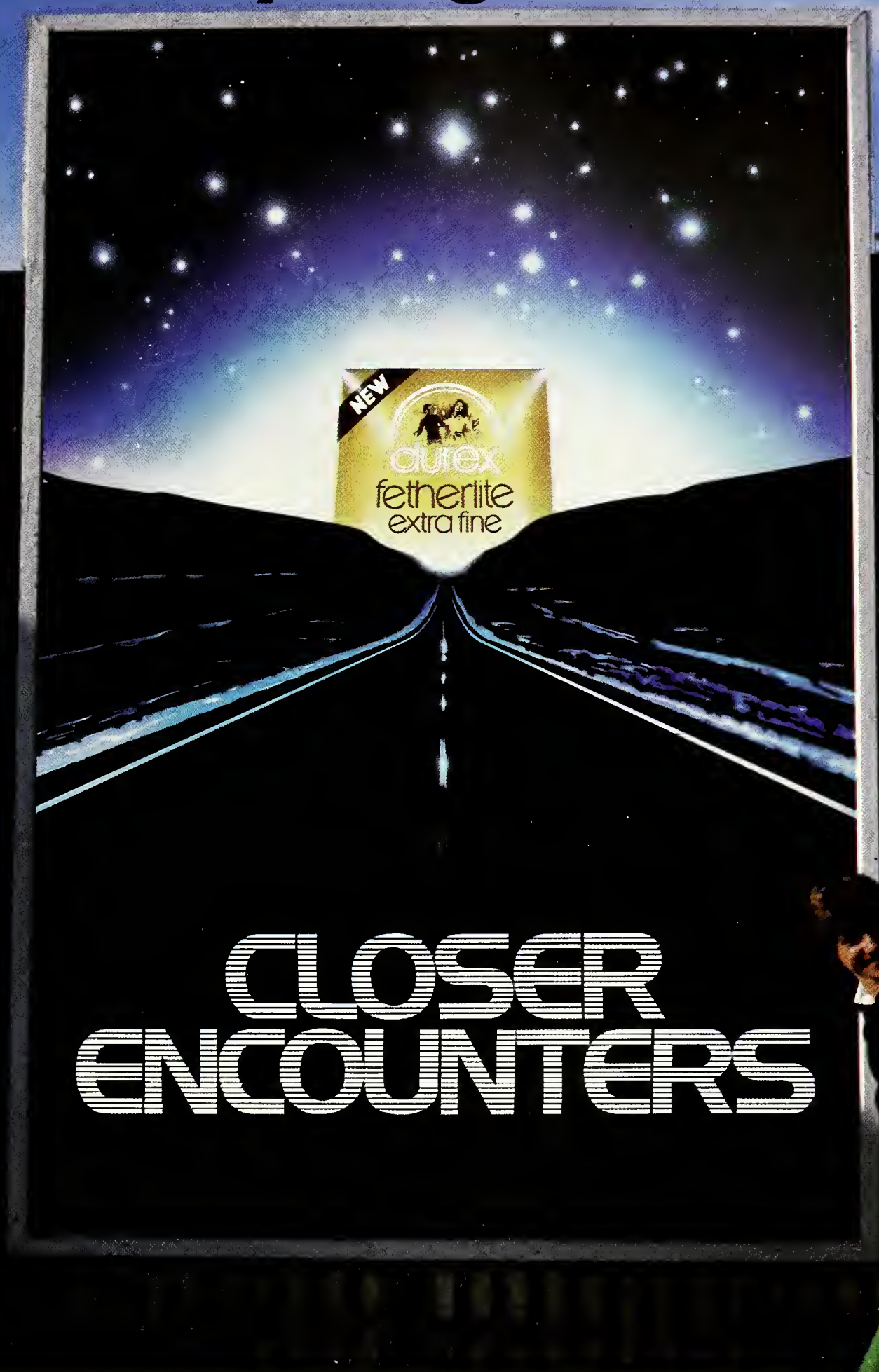


### SEARLE

Each 10 ml contains Diphenhydramine Hydrochloride BP 10 mg, Dextromethorphan Hydrobromide BP 12.5 mg, Ephedrine Hydrochloride Ph Eur 15 mg and Guaiphenesin BPC 100 mg. Full information is available from Searle Consumer Products, Division of G D Searle & Co Ltd, PO Box 53, Lane End Road, High Wycombe, Bucks HP12 4HL. Lotussin and Searle are registered trade marks.



# New lightweight Fetherlite. New heavyweight advertising.



This autumn the makers of Durex will be spending £140,000 to tell your customers about new Fetherlite Extra Fine. The poster in this picture will be on hoardings all over the country. Fetherlite has always been the light sheath

men prefer. And now it's even lighter—10% lighter—it'll be even more of a top selling brand.

Your customers will find it simply light years ahead.

**durex**<sup>®</sup>  
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# UNICHEM CONFERENCE

*Continued from p788*

made with two full year's contributions having been paid before the loan can be granted and with a minimum loan of £5,000. The rate of interest charged will depend upon the size of the loan, but is often geared to the building societies base rate plus a percentage of, perhaps 2 or 3 per cent. Loans are usually for a maximum period of 25 years and repayment must be made in full immediately if the policyholder dies or if he takes any benefit from the policy.

As the policyholder at retirement can take a tax-free cash sum of up to three

times the amount of the remaining pension, the loan could be repaid, if not in full at least in part, by using that cash sum. If the cash sum is not going to be large enough to repay the full loan then it may be necessary to take out a term assurance policy.

The loan can be used for any acceptable purpose: for example, it can be used to buy residential property, to purchase business property, to build up working capital in a partnership or to replace capital withdrawn from a partnership, to replace existing short or long term loans or indeed to provide retirement income prior to age 60.

## Employed persons

This category now includes controlling directors. An employee with 10 or more

years potential service can receive a pension of up to two-thirds of his final salary at retirement which in payment will be treated as earned income and taxed accordingly. If the employee wishes he can commute part of this pension for a tax-free cash sum of up to one and a half times his final earnings.

In addition, the widow can be provided with a pension of up to two-thirds of her husband's pension if he dies in retirement or indeed two-thirds of his prospective retirement pension if he dies in service but based upon his potential service to retirement age.

In payment these benefits can then be increased by the employer each year up to the annual increase in the retail prices index. He can even fund for such increases in advance, while the employee is still working, but only to the extent of 8½ per cent per annum compound. I say "only" but even this could increase the employer's contributions towards pension benefits by 70 or 80 per cent!

Life cover is also often granted to employees and this may be up to four times earnings, usually set up under trust so that it can be paid to the beneficiaries free of capital transfer tax and almost immediately after death of the employee.

## Woman's benefits

If the employee is a woman the benefits can be identical, even to the extent of a widower's pension — although this is uncommon at the present time. The main difference is normally that the woman will retire at 60 rather than 65. However, it is not uncommon to find controlling directors and other senior employees with a retiring age of 60. Usually there are provisions for early retirement with the employer's consent from age 50 upwards and to defer retirement when the pension benefits will be enhanced to take account of late payment.

If all of these benefits were included for a group of employees but escalation at, say, only 5 per cent were included, the cost for the benefits could be expected to be in the region of 25 to 30 per cent of pensionable payroll. The majority of employers therefore ask employees to contribute and the usual figure is of the order of 5 per cent of pay. As this package would be particularly generous if it were granted to all employees some integration with the State benefits could be expected.

The proprietor's wife can be employed part time to take advantage of the married woman's earned income allowance of £1,375 which is tax free and on which pension and associated benefits can be provided.

The tax position on contributions under a properly established scheme is that the employer's contributions are allowed against corporation tax. Tax relief on the employee's contribution, does not, however, apply if he is required

# Which expectorant should you 'counter prescribe' for a machine operator?



For the precise answer it's

# Franolyn Expect.



WinPharm's entirely new treatment for chesty coughs

- \* Ideal pharmacological profile
- \* Rapid action, prolonged relief
- \* Does not cause drowsiness



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*Concluded on p794*



# HOW DIY HAS GONE TO THE NATION'S HEADS.

Brylcreem, the biggest selling hairdressing in the world, teams up with Britain's most popular pastime. Do it Yourself. So every Brylcreem pack will be offering free gifts plus substantial money saving deals on essential home care equipment. And as Brylcreem outsells every other hairdressing brand by three packs to one, we'll be turning over a million heads eagerly towards their homework.

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**TOILETRIES** won't get left on the shelf



**NEW**  
**'counter prescription'**  
**from WinPharm**

# Franolyn Expect.

**The entirely  
 NEW treatment  
 for chesty coughs**



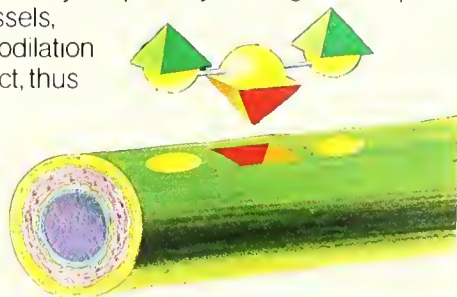
## The right scientific pedigree

Each 5ml. of Franolyn Expect contains:  
 Theophylline BP (Anhydrous) 60mg. Guaiphenesin BPC 25mg. Ephedrine BP 4.75 mg.

It's this unique formulation that makes  
 Franolyn Expect the ideal expectorant for you to 'counter prescribe'.

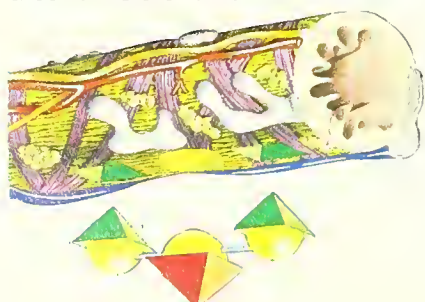
### Franolyn Expect reduces congestion

The ephedrine present in Franolyn Expect, by binding to the alpha receptor sites on blood vessels, reduces the degree of vasodilation in the upper respiratory tract, thus easing inflammation and reducing congestion in the bronchial tree.



### Franolyn Expect dilates the bronchial tree

Ephedrine also binds to the beta-receptors on the smooth muscle around the bronchi and bronchioles resulting in muscle relaxation and so achieving bronchodilation.<sup>5</sup> This action is reinforced by the inclusion of theophylline which interferes with the intracellular breakdown of cyclic adenosine monophosphate (AMP) – a key factor in the regulation of muscle contraction.<sup>5,6</sup>



### Franolyn Expect reduces mucus viscosity

Franolyn Expect contains the well known expectorant guaiphenesin, which has long been accepted for its ability to increase the output of respiratory tract fluid, consequently improving the flow properties of tenacious bronchial mucus.

### Franolyn Expect increases air flow

By reducing congestion, dilating the bronchial tree and reducing mucus viscosity, Franolyn Expect achieves the fourth of the ideal criteria for an expectorant – increased air flow.

### Franolyn Expect gives prompt & prolonged relief

Ephedrine has a rapid onset of action whilst that of theophylline is relatively slow but more prolonged. This prompt but prolonged relief of their combined action is not merely additive but, clinical studies suggest, actually synergistic in that they reinforce each other's bronchodilatory effect.<sup>7</sup>

### Franolyn Expect does not cause drowsiness

Unlike many other over-the-counter cough remedies, Franolyn Expect relieves symptoms without causing drowsiness. This makes it ideal for ensuring that your customers' normal daily routines are not impaired and is particularly valuable in not affecting their concentration or alertness.



160 times every month, on average, your professional advice as a pharmacist is sought in the treatment of coughs and colds.<sup>1</sup> This significant fact, borne out in every recent survey, puts cough and cold remedies "Top of the League" in counter prescribing.<sup>2,3,4</sup>

Until now you've only had half the answer. This year WinPharm have come up with an entirely new treatment for chesty coughs – Franolyn Expect.

New Franolyn Expect has a unique pharmacological profile and, compared with six of the best-selling over-the-counter cough remedies, Franolyn Expect fulfills all the criteria required of an ideal cough treatment – including that of not causing drowsiness.

Brand	1	2	3	4	5	6	Franolyn Expect
Reduces mucus viscosity		✓		?		✓	✓
Reduces congestion			✓		✓	✓	✓
Dilates the bronchial tree					✓		✓
Increases air flow					✓		✓
Rapid and long lasting relief							✓
Does <b>not</b> cause drowsiness	✓	✓					✓

## The right commercial profile

Franolyn Expect now gives you the opportunity to "counter prescribe" an entirely new treatment for your customers. Like all WinPharm products, Franolyn Expect is:

- Distributed only to pharmacies
  - Not advertised to the public
  - Backed by Winthrop resources
  - Comprehensive information facilities
- PLUS**
- Entirely new scale of introductory margins.

Each order you place for Franolyn Expect will bring you a really special level of bonus which could show you as much as **£34.38 profit on a £37.62 outlay**, equivalent to over 91% on cost or nearly 48% on net sales value, at best terms. See your WinPharm representative for full details.

### **PLUS** ● Special backing for local pharmacies

#### Special window displays

Designed to suit all shapes and sizes of window area, these highlight the pharmacist's professional skill and expertise and stimulate the public into asking for advice.

#### Key sites for poster campaign

Carrying a message which will motivate cough sufferers into asking for their local pharmacist's professional advice.

#### In-store sales aids

To assist in counter prescribing Franolyn Expect, a number of sales aids are available recommending that your customers should seek your advice about chesty coughs.

No one but WinPharm can claim to repay so handsomely the time and professional effort you spend in actively "counter prescribing" for chesty coughs.

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Full information is available from WinPharm, Sterling-Winthrop House, Surbiton-upon-Thames, Surrey KT6 4PH.  
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# UNICHEM CONFERENCE

*Continued from p799*

to contribute towards disability sickness or medical schemes.

There is a wide variety of contracts available to provide the pension and death benefits for a small group of lives, ranging from deferred annuities to deposit administration to unit-linked. They are usually on a with-profits basis unless the employee is close to retirement.

A recent innovation with individual plans or small schemes (by definition the Inland

Revenue regard such schemes as being those with 10 or fewer lives) has been the introduction of loans against the security of the fund investment. This facility is available to the pension scheme trustees to make a loan to the company but, unlike a self-employed contract, only up to one-half of the pension fund value, subject to Inland Revenue guidelines, for use in its business. The trustees are required to make the loan at a commercial rate of interest to the company and obviously it can be very useful to assist in the expansion of the business.

It is usual to require that loans must be at least £10,000 per plan so that this implies a minimum fund value of £20,000 per plan. Loans can be considered for, for example, to purchase, extend or modernise a property, to purchase capital items for use in the employer's business, to finance additional research and

development, or to augment working capital, for example for the purchase of stock in trade.

The period of the loan has to be agreed at the outset and 15 or 20 years might be appropriate to purchase a property, but only three or four years would be agreed in the case of a loan for the purchase of plant and machinery.

The Inland Revenue require there to be sufficient monies in the fund to pay at retirement or on death the benefits promised to the individual so this does not mean that loans might have to be paid back before the person retired. Because of this loans are not normally granted against policies with less than five years to normal retirement date and in general if the loan has not previously been repaid starting six years before the employee's retirement date an insurance company could require repayment of 20 per cent of the loan each year so that the loan is fully repaid one year before the individual's normal retirement date.

That is the broad picture of the pension scheme in Britain. With generous tax reliefs granted on contributions to pension arrangements, and with the income on investments being also tax-free, the combined effect is to produce an almost unrivalled tax efficient form of saving whilst at the same time providing considerable protection for the individual.

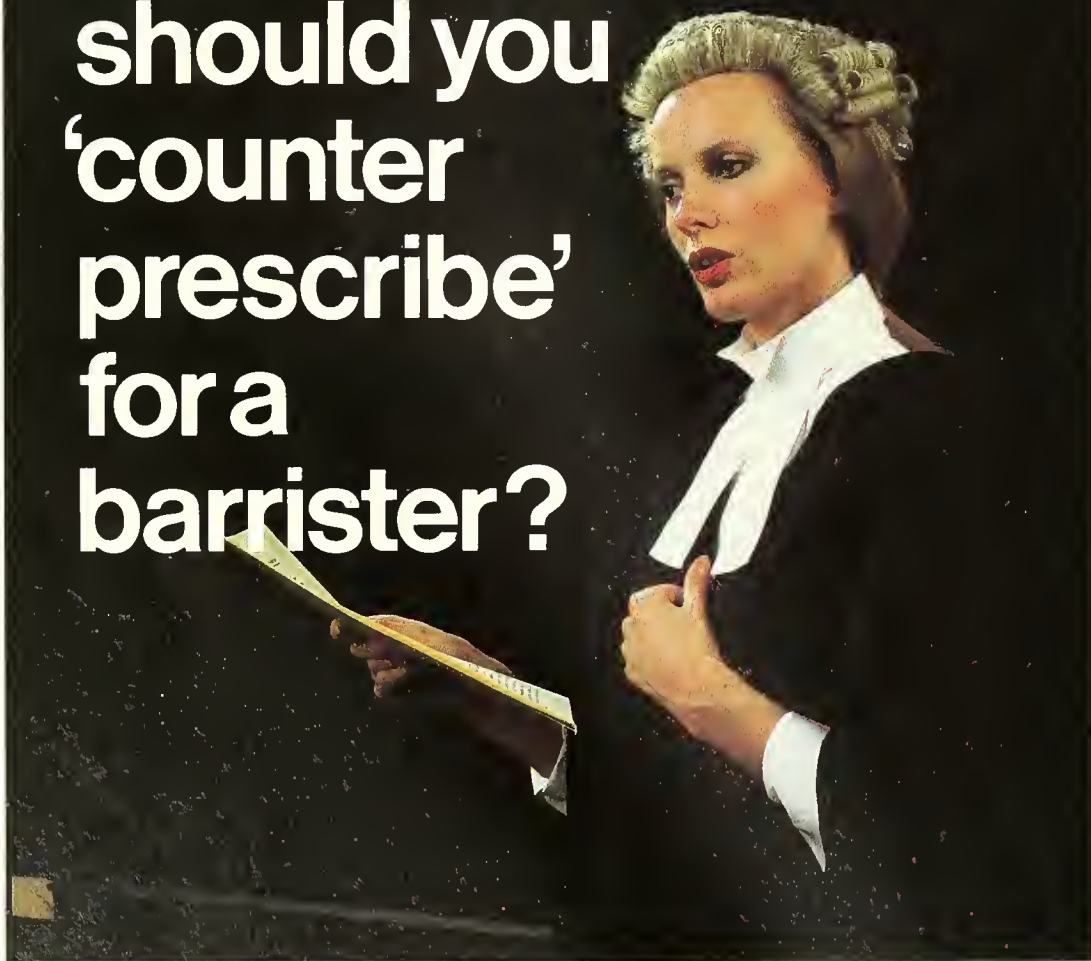
## Concentrate on the sanpro fast-movers

Stock only nine of the 40 marketed brands and you will be appealing to the needs of the majority of women using sanpro, Mrs Betty Tarry, national key account manager, Lilia White, told the convention.

In tampons this meant Lil-lets and Tampax (representing 90 per cent of sales); in looped towels Dr White's; in stick-ons Panty Pads with Tendasoft, Simplicity and Libra (representing nearly 60 per cent of the sector); in mini-pads, Fastidia; in pant-liners Carefree or Brevia, and in the "still tiny but gradually developing" super-absorbers, Fancy Free and Vespre.

Referring to the effect on the market of toxic shock syndrome reports, Mrs Tarry said she believed the small level of concern had already died down. On the IBA decision not to continue with the experimental television advertising of sanpro, she contended that the medium would "come back again in a few years' time". Mrs Tarry also played tapes of Lil-lets new radio commercials demonstrating "a very radical use of the medium". ■

# Which expectorant should you 'counter prescribe' for a barrister?



We submit it should be

# Franolyn Expect.



WinPharm's entirely new treatment for chesty coughs

- \* Ideal pharmacological profile
- \* Rapid action, prolonged relief
- \* Does not cause drowsiness



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# LETTERS

## Premature on CDs

My attention has been drawn to the article by Mr Oswald Logan in your issue of September 12 in which he asserts that agreement in principle has been reached that licence fees for Controlled Drugs will no longer be borne by wholesalers and a mark up, yet to be agreed with the Department of Health and Social Security, will be permitted to cater for the extra work entailed by the Misuse of Drugs Act.

While I would not for one moment wish to detract from Mr Logan's comments about constructive attitudes, I think it is necessary to apply just a little cold water at this stage. The position is that the Home Office and the DHSS have agreed to consider (and are considering) certain proposals put to them by the National Association of Pharmaceutical Distributors to relieve the financial burden on wholesalers of Controlled Drugs. That is the extent of the agreement so far reached between the Departments and the Association in this matter.

**H.B. Spear**

*Chief inspector*

*Drugs Branch, Home Office*

## Bank accounts

It is a pity that some of your contributors to the management articles, are not more familiar with the running of the average size pharmacy. I refer in particular to the article (*C&D*, October 3) in which David Edwards, a senior manager of Barclays Bank Ltd, advocates paying wages via the clearing bank system. Whilst the points he makes may be valid to large firms employing say, fifty or more people, they are not relevant to most independent pharmacies for the following reasons.

Wages snatches, as mentioned in the article, just do not occur. No cash is delivered to pharmacies by security firms; it is delivered all the time we are open in smaller amounts by our customers, so we already have the cash to put up wages out of takings. It could be argued conversely that there is a security advantage to the employer in paying out wages in cash, because less money has to be transported to the bank for bankings.

The savings, if any, that the average pharmacy would make, would amount to nothing like the £30 per employee mentioned in Mr Edwards' article. The bulk of the work connected with wages is in keeping a good wages book record, calculating PAYE, writing up deduction cards, annual returns etc. Payslips still have to be provided whether employees are paid in cash or via a bank, wage envelopes are the only additional expense for cash payments.

I know of no medium size pharmacies who run a large wages office, as mentioned in the article. In most pharmacies wages are either put up in an odd few moments by the proprietor, his wife or perhaps a senior member of staff.

I would agree however with the payment of wages fortnightly (as this nearly halves the amount of work), but this can be achieved just as easily in cash. I have found that the payment of wages 1½ weeks in arrears and ½ a week in advance, causes little hardship to employees. I would also agree that bank accounts do have some advantages for

some people, but it is the bank's job to put this across to non-customers, rather than to persuade employers to force-feed their employees. Mr Edwards is aware that more than half the population do not have bank accounts, but would also admit that some of the Bank's services are available to non-customers, eg Barclaycard, and foreign currency for holidays etc. Moreover, some employees may be adequately served by the limited banking services provided by the Post Office Giro.

**D. P. Forrest**

*Birmingham*

Barclays reply: Point taken, the article was aimed at larger companies, but add that they believe all employees can benefit from having a bank account — regardless of the size of the concern they work for — and are themselves actively campaigning to consumers to "get banked."

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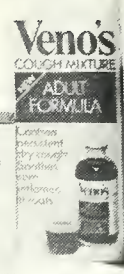
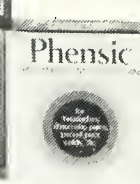
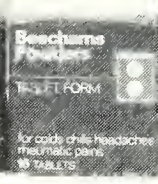


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# EEC REPORT

by Richard Carswell, senior executive, CSM European Consultants Ltd

## Commission drug proposals get a mixed reception

The European Parliament has just approved the EEC Commission's proposals for the mutual recognition of marketing authorisations issued by EEC countries relating to proprietary medicinal products. But in the same debate the Parliament also rejected the Commission's proposal to register parallel importers.

### Mutual recognition

If mutual recognition is agreed by the Council of Ministers, a product manufactured and marketed in one Member State on an EEC harmonised basis would, with certain exceptions, have to be allowed on to the markets of the other Member States. Also the tests which products must undergo before being released on to the market would be updated: the Commission suggests changes to physico-chemical, biological or microbiological tests on products and mutagenesis tests in order to safeguard public health. The Commission also suggests a common set of notes for guidance to prevent differences of national interpretation in the testing of products and the examination of marketing applications by national authorities.

### Parliament's view

In approving the proposals the European Parliament stressed the importance of the free movement of products within the Common Market both for the protection of public health and the development and international competitiveness of the European pharmaceutical industry.

The mutual recognition of marketing authorisations should make it possible to:

- ☐ avoid delays in the marketing of products and reduce unnecessary expenditure;
- ☐ encourage research and production in the European industry through the creation of a genuine open market;
- ☐ consolidate the value on the

international market of the quality label attached to European products.

However, the Parliament is sceptical about the reliability of mutagenesis tests. Nor should the notes for guidance be too restrictive in its view. It also wants the draft Directive amended in several ways.

### Parallel imports

The main aim of the second proposal is to set up a system for the registration of parallel importers of proprietary medicinal products. This would prevent manufacturers and their approved agents from monopolising the importing and marketing of products by simply refusing to produce documents relating to a product in general or a specific batch. This was rejected by the Parliament as superfluous. (The proposal was the result of the European Court's judgment in the Centrafarm case). According to the Parliament (and also the Economic and Social Committee), national governments have changed their rules and practices since the Court ruling and no longer hinder parallel imports. It remains to be seen whether the Commission will withdraw its proposal.

### Cosmetics approval

The Economic and Social Committee, the EEC's advisory body of employers, workers and various interests, has approved the Commission's proposal designed to harmonise national laws on the composition of cosmetic products.

The aim of the proposal is to:

- ☐ authorise the use of barium, strontium and zirconium lakes or salts of a limited number of colouring agents;
- ☐ permit under certain conditions the use of two complexes of zirconium as anti-perspirants;
- ☐ place restrictions and conditions on the use of silver nitrate in the manufacture of cosmetic products;
- ☐ draw up a list of permitted substances as sunscreen agents;
- ☐ replace the expiry date by the minimum shelf-life;
- ☐ adapt the way in which the manufacturing batch number or the product identification reference are indicated.

### European commission takes Germany to court

The EEC Commission is taking Germany to the European Court of Justice on the grounds that it has violated Articles 30 etc of the EEC Treaty (on the free movement of goods). Only drug companies whose head office is in Germany may market products in that country, according to the law passed in 1976 on medicinal preparations. This makes the marketing of imported medicinal preparations dependent on the person responsible having his headquarters in Germany. The activities of foreign drug companies are thus restricted.

Although foreign companies can get round the restriction by setting up a sales organisation in Germany, the EEC Commission nevertheless believes the law, as it stands, is a considerable interference in the freedom of foreign companies to run their business as they choose and also amounts to an additional expense. The law therefore amounts to an obstacle to trade which is incompatible with Article 30 of the EEC Treaty. ■

*CSM European Consultants Ltd, Eagle House, 109 Jermyn Street, London SW1Y 6HB (telephone 01-839 4544), is an independent consultancy which advises companies on EEC policy and legislation.*

### Drugs conference

A Council of Europe ministerial conference on the prevention of drug abuse and illicit trafficking in drugs will take place in Strasbourg November 12-13, at the invitation of the French Government.

The Ministers will discuss patterns of drug abuse in Europe, international co-operation in the control of illicit drug traffic, care of hard-core addicts and misuse of medicaments. ■

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## LRC released from price undertaking

LRC International Ltd, manufacturers of Durex products, have been released from the undertakings given by them to the Government following the 1975 report by the Monopolies and Mergers Commission on the supply of contraceptives. This action is pending a fresh investigation by the MMC into the prices charged or proposed to be charged for contraceptive sheaths.

Mrs Sally Oppenheim, Minister for Consumer Affairs, announcing the decision of Mr John Biffen, Secretary of State for Trade, said the main effect would be to release LRC International from the requirement to obtain the approval of the Director General of Fair Trading, Mr Gordon Borrie, for any change in the specified retail price for their principal brands of contraceptive sheaths. Also they will no longer be required to set their own prices by reference to minimum discounts from the maximum retail price.

However, the MMC has been asked to report within six months as to: "whether a monopoly situation exists in the supply of contraceptive sheaths and if so whether

the current or proposed prices of any monopolist operate, or may be expected to operate, against the public interest."

The previous MMC report identified LR Industries — a subsidiary of LRC International Ltd — as a monopolist and found both the monopoly it enjoyed and the prices it charged to be against the public interest.

The company has recently claimed that the limitation placed upon its profits through regulation of its pricing policy was inhibiting necessary investment and other developments in its business — "the move is a positive one and a step we have been seeking for some time".

"In the last analysis," said Mr Borrie, "it is for the MMC to judge whether it is in the public interest that the prices charged by a monopoly supplier should be regulated and that is why I am making this reference."

Those wishing to offer evidence in relation to the reference should write to: *The Secretary, Monopolies and Mergers Commission, New Court, 48 Carey Street, London WC2A 2JT.* ■

## Fate of ITB's not in hands of ideology

Newly appointed Employment Minister, Norman Tebbit, has come out in favour of retaining at least some training boards in "key areas" in the Governments forthcoming review of industrial training.

Speaking at a meeting of the British Association for Commercial and Industrial Education in London he said: "I see no sense in throwing away useful institutions for purely ideological reasons. Training is too important to the country to become the victim of purely doctrinal disputes.

"Very few of the decisions will be easy. It is a question of balance of advantage, making the best use of our resources and of being cost effective."

A decision on which boards are to go and which will be retained is expected from Parliament shortly. The funding of training is also under review. ■

## First aid training

For persons charged with the responsibility of ensuring the new first aid regulations (*C&D*, July 18, p106) are complied with, the British Safety Council

has organised briefing sessions at locations all over the country. The sessions last for two hours and cost is £18.

To further assist compliance with the law the Council is making available a first aid package containing the approved first aid box plus refill of contents, a copy of the Health and Safety Executive Guidance Notes on the regulations, the recommended record book and a laminated version of the required treatment for asphyxia including an electric shock poster. Modified versions of the package are available "to suit every size of company."

For details the contact is Andrew Miller (01-741 1231 ext 225) and for booking places on the two hour briefings Brenda Darnell (ext 250). ■

## Creditors meeting at Dublin company

A creditors meeting of the Dublin based pharmaceutical distributors, Irish Pharmaceuticals Ltd, has been called for the end of the month.

*The Irish Times* have reported that the company is to be put into liquidation, but *C&D* were unable to confirm this before going to press. One of the company's bankers, the Stanchart bank, say they have not appointed any receivers. ■

## Vestric cash aid for independents

A new finance scheme to enable independent pharmacists to improve their businesses or launch new ones has been announced by Vestric following arrangements finalised with Lloyds Bank.

Loans will be arranged through the bank at interest rates which will give pharmacists the best deal available, claims marketing director, David Taylor.

"Vestric is further pursuing its general policy of doing everything possible to support the independents, said Mr Taylor, "and unlike other schemes, we do not place restrictions on the disposal or transfer of the business."

Applicants who meet the bank's requirements will be able to utilise the loans to start a new business, open a new branch or carry out a refit. Although they would "clearly be specially happy" to see loans used towards refitting as Vantage shops, the scheme is by no means restricted to members.

Applicants wishing to take advantage of the scheme should first enquire through their local branch manager, who will help them further their application and offer general advice.

Mr Taylor says Vestric expect "an initial rush of inquiries". ■

## Drug executives beat average pay rises

Managerial salaries in the pharmaceutical industry rose on average by 16 per cent in the twelve month period to July 1981, compared to average rises of 12 per cent for all industries says the 1981 Inbucon executive salary survey. Chemical and allied industry salaries are "some 7 per cent above the general level whilst metal manufacture and textiles fell 8 and 14 per cent short respectively.

The average salary of the whole survey sample of 7,500 executives from 619 companies was £14,293 (£11,053 net after tax) compared with £12,773 (£10,079 net) a year ago. The average manager was therefore slightly worse off receiving only a 9.7 per cent net rise after tax compared to a 10.9 per cent rise in the Retail Price Index says the survey. It calculates that to keep in line with inflation managers needed a 10.9 per cent increase of net salary to £11,178 whereas they received a shortfall of £125.

Predictions for next year are that the average managerial salary will rise by around 10 per cent. The survey is available from *Inbucon Management Consultants Ltd, Salary Research Unit, 197 Knightsbridge, London SW7 1RN (price £90 per copy).* ■



# Employers get full sick pay compensation

The Government has given into pressure from the business community over compensation for employers paying the first eight weeks of sick pay to employees.

Social Services Secretary, Norman Fowler, told the Conservative Party conference last week that employers will be able to deduct all the cash paid out in sickness benefits from their National Insurance payments. The turnaround allows the Government to keep industry support while fulfilling their objective of making sickness benefits taxable. Under the scheme PAYE will be applicable to the benefits.

Further good news for employers could be in the offing with a broad hint at a reduction in the National Insurance surcharge some time next year. ■

## Call for change in shop opening hours

A motion at this year's annual conference of the National Chamber of Trade, to be held at Worthing next week, is to call for a change in shop trading hours.

The Telford branch will ask NCT's board of management to produce proposals to: ☐ increase the categories of goods able to be sold on Sundays, "so as to remove some of the present anomalies" ☐ enable shops which are permitted to open on Sundays for the sale of some items to sell other goods which form part of their normal stock-in-trade, provided that the "permitted items" constitute more than 75 per cent of their normal trade ☐ permit shops to open at will on other days of the week, subject to them not exceeding a specified number of hours in any one week.

Further motions from other branches ask for a relaxation in the restrictions on Sunday trading in resort areas and for the right for outlets other than Post Offices to sell postage stamps. ■

## Briefly

■ **Smith & Nephew Pharmaceuticals Ltd** are relocating their marketing, technical and export department to Bampton Road, Harold Hill, Romford, Essex RM3 8SL; Tel: 04023 49333; Telex: 898058 SMI NEP G. Orders for Smith & Nephew Pharmaceuticals Ltd should continue to be directed to their Welwyn Garden address.

■ **Honeywill & Stein Ltd** are the new UK sales agents for the majority of BP Chemicals speciality chemicals products. BP Chemicals speciality chemicals

*Unichem's Walthamstow branch has moved to more modern, larger premises a mile from the old warehouse. The single storey building with 25,000 sq ft of warehousing, has 50 per cent more space for goods, and "live storage" — "a new and faster method of handling the popular medical products." The new branch is at 4 Priestly Way, Blackhorse Lane, Walthamstow, London E17*

division has moved to Wallington, Surrey adjacent to Honeywill & Stein — a subsidiary of BP — in order to provide the most effective product management support. Honeywill & Stein are at Greenfield House, 69 Manor Road, Wallington, Surrey SM6 0BP. Telephone: 01-773 1131. Telex: 946560.

■ **Rockware Group Ltd** have made a £1.3m loss for the six months to June 28 on a turnover down 10 per cent to £77.2m. Their largest interests are in glass where the dramatic drop in UK demand which began in 1980 has accelerated. Head office economies and steps to control unit costs are, however, now taking affect and a return to profitability is expected in the second half.

■ **Solport Ltd**, manufacturers of Portia products, have dropped the word "Brothers" from their company name. They also say that they are carrying out a complete review of their corporate identity, which will include new packaging and presentation, colour schemes and new logo.

■ **James North & Sons Ltd's** retail sales division has been re-structured and now enjoys direct representation to the wholesale trade on a nationwide basis. Newly appointed sales manager Lindsay Gallon, will be backed initially by two representatives and the retail division is now firmly located at the company's headquarters in Hyde, Cheshire.

■ **Esselte Meto** have appointed a new distributor for their range of hand-held price marking guns — SPJ (Eurohill) Ltd, part of the Eurohill Group in Tonbridge, Kent. SPJ will be handling distribution throughout the South East as well as parts of London and the Home Counties. Esselte Meto first established themselves in the UK in the early seventies, and now claim to be market leaders with 45.5 per cent of all price label usage.



## NEWS EXTRA

### Lucozade 'look-alike' case settled

A trade mark action against a Pontefract soft drinks firm (*C&D*, October 17, p763) which sells a glucose drink said to look and sound like "Lucozade" has been settled, the High Court in London was told this week.

Sir Robert Megarry, the Vice-Chancellor, approved the settlement of an action between Beecham Group, owners of the registered trade mark "Lucozade," and Hey Soft Drinks Co Ltd, of Skinner Lane, Pontefract.

Miss Mary Vitoria, counsel for Beechams, did not disclose the agreed terms settlement, but said legal costs were being paid by Hey Soft Drinks. ■

### PATA elections

Six seats are open for election on the Council of the Proprietary Articles Trade Association for 1982. It is up to members of the manufacturers, wholesale and retail sections of the PATA to nominate candidates for the two vacancies in their respective sections. Nominations should be sent to the Secretary, PATA, 4 Margaret Street, London W1N 7LG before November 16. ■

### News in brief

■ The first bracket in Table 1 of last week's Clinical Pharmacy article (p746) should start at the word "Arrhythmias" and not as it appears.

■ The retail price index for September was 301.0 (January 1974 = 100). This represents an increase of 0.6 per cent on August and of 11.4 per cent on September 1980.

■ **Munns Brothers** of Birmingham have won the August trophy in the Kodak Award For Quality scheme. This is the first time that this laboratory has taken the top place in the competition.



# COMING EVENTS APPOINTMENTS

## Vestric tour dates

Details have been released of Vestric's country-wide tour of their "Take advantage of Vestric" presentation (not an exhibition as previously suggested).

Presentations will take place at the Willerby Manor Hotel, Hull, on October 28 at 2pm and 7pm; Swallow Hotel, Normanton, on October 29 at 2pm and 7pm; the Thornaby Post House, Thornaby, on October 30 at 7pm; Midland Hotel, Manchester, on November 2 at 7pm; the Tinto Furs Hotel, Glasgow, on November 3; King James Hotel, Edinburgh, on November 4; Ballinard House Hotel, Broughty Ferry, on November 5; Trafalgar Hotel, Preston, on November 6 at 7pm. ■

**Monday, October 26**

**Pharmaceutical Society of Northern Ireland**, Waveney Hospital post-graduate centre, Ballymena. Joint meeting of the two co Antrim branches. Dr Brian Sims, consultant physician, on "Over-the-counter prescribing."

**Wednesday, October 28**

**Leeds Branch, Pharmaceutical Society**. Visit to Sandoz Products Ltd, departing 2pm.

**Epsom Branch, Pharmaceutical Society**, Bradbury Centre, Epsom District Hospital at 2.30pm. General practice seminar, with talks by Dr T. Booth, Mr P. Boardman and Mr M. Brining from PSNC.

**Edinburgh and Lothians Branch, Pharmaceutical Society**. 36 York Place at 7.45pm. Mr J. Bannerman on "Manpower."

**Thursday, October 29**

**Hounslow Branch, Pharmaceutical Society**. Garth Hotel, Brickfields Lane, Harlington. Annual dinner.

**Lancaster, Morecombe Branch, Pharmaceutical Society**, Conservative Club, Church Street, Lancaster, at 7.45pm. Working dinner with guest speaker, Mr D. Sharpe.

**Southend Branch, Pharmaceutical Society**, Postgraduate medical centre, Basildon Hospital, at 7.30pm. Mr Charles Bruce on "Birds, bees and farmers."

**York Branch, Pharmaceutical Society**, Postgraduate medical centre, York District Hospital, at 8pm. Dr H. Bird on aspects of rheumatology.

**Bradford and Halifax Branch, National Pharmaceutical Association**. Victoria Hotel, at 8pm. Mr L. Priest on "Sixty glorious years. Is there still a place for the NPA?"

### Advance Information

**Hygienic manufacture and microbiological quality control in the pharmaceutical and toiletry industries**. Two-day symposium, Pharmaceutical Society, 1 Lambeth High Street, London, December 16. Details from Microbiological Consultant Services, 19 Queens Road, Sudbury, Suffolk.

**Pharmaceutical technology and product manufacture**. Conference, Hotel PLM Saint-Jacques, Paris, France, December 15-17. Details from Powder Advisory Centre, PO Box 78, London NW11 0PG.

**British Institute of Regulatory Affairs**. One-day meeting, Pharmaceutical Society, 1 Lambeth High Street, London, December 10. Tickets (£39.10 members, £49.65 non-members) from Mr Dr P. Turner, Hoechst UK Ltd, Hoechst House, Salisbury Road, Hounslow, Middlesex.

**American Society of Hospital Pharmacists**. Mid-year clinical meeting, Riverhead, New Orleans, December 6-10. Information from ASHP, 4630 Montgomery Avenue, Washington, D.C. 20014.

**Blackpool Branch, Pharmaceutical Society**. Presidents Evening, dinner and dance at Imperial Hotel, North Promenade, Blackpool, on November 18. Tickets £7.25 from the social secretary.

**North-West Thames and Oxford Regional Health Authorities**. Postgraduate pharmacy courses 1981/82, commencing October 25. Large range of topics covered. Details from Course organiser, Division of Graduate Education, Department of Pharmacy, Chelsea College, Manresa Road, London SW3.

**Veterinary medicine**. Lecture room, Gibson centre, Newmarket General Hospital, Exning Road, Newmarket, evenings of November 11, 18, 25 and December 2, 9, at 8 pm. Series of lectures on veterinary medicine. Applications forms from Dr A. Briggs, School of Pharmacy, 29/39 Brunswick Square, London WC1.

**Royal Society of Health**, 13 Grosvenor Place, London SW1, November 26, at 6.30 pm. Dr. I. M. Sharman, on "The discovery of vitamins". Registration fee £2. Applications to Conference Department, Royal Society of Health at above address.

■ **Farley Health Products Ltd**: Mr Steve Jones has been appointed to the new position of national accounts manager. Mr Jones has been with the company since 1973.

■ **Aerosols International Ltd**: Tony Wardell is appointed commercial manager. Mr Wardell joined the company in 1964 and late in 1979 was appointed managing director of the newly-formed Jeyes Fire Protection Ltd.

■ **ICI Ltd**: Dr S.A. Ridgwell, at present chairman of ICI group, Malaysia, has been appointed president of ICI Japan Ltd from July 1 1982. This appointment will follow the retirement of Mr N.D. MacLeod. Dr J.D. Rushton, a pharmaceuticals division director, is to become chairman of ICI in Malaysia from March 1 1982.

## MARKET NEWS

### Vitamins dearer

London, October 20: The whole range of vitamins were advanced in price by upwards of 12½ per cent during the past week by a major supplier. The fall in the value of sterling *vis-à-vis* the West German Dm was said to be responsible for the move. Vitamins, unchanged for a considerable time, were only some of the many changes among the pharmaceutical chemicals mentioned below. Paraffin liquid is up by 5p litre and petroleum jellies by £45 metric ton.

Honey is quoted considerably dearer than previously. In the main it is due to currency fluctuations but the Canadian was also influenced by the higher rates asked by producers.

Olive oil is also dearer from both Spanish and EEC countries. Ceylon citronella continued to ease in both positions but Chinese sources were dearer. Also easier among essential oils were cananga and cedarwood. Higher were lemongrass, patchouli and vetiver.

Liquorice root was on offer at a much lower price rate than recently. ■

### Pharmaceutical chemicals

**Ammonium acetate**: BPC 1949 crystals £0.8635 kg in 50-kg lots; strong solution BPC 1953 £0.243 kg in 250-kg lots ex works.

**Ammonium bicarbonate**: BPC £234.77 metric ton, ex-works, in 50-kg bags.

**Ascorbic acid**: (per kg) 25-kg £5.67; 500-kg from £5.41 as to source; coated £5.86 — (25-kg lots).

**Biotin**: Crystals £5.51 per g; in 10-g lots.

**Calcium ascorbate**: £5.77 kg in 25-kg pack.

**Calcium pantothenate**: £8.25 kg in 25-kg lots.

**Carotene**: Beta — 10% £30.80 kg (5-kg lots); 20% suspension £39.60 kg (5-kg).

**Dexpanthenol**: (per kg) £10.89 in 5-kg lots.

**Dextromethorphan**: £161.70 in 5-kg lots.

**Folic acid**: 100-kg lots from £63.76 kg.

**Nicotinamide**: £4.11 kg in 50-kg lots.

**Nicotinic acid**: £3.98 kg in 50-kg lots.

**Paraffin liquid**: BP £0.717 litre on 210 litre drums; light BPC 1963 £0.644; Technical white oil WA23 £0.632; WA21 £0.671.

■ **Tudor Photographic Group Ltd** have announced a number of new board appointments: Mr S.F.B. Heaton is appointed financial director to the main group board and managing director of Tudor Photographic Wholesale Ltd. Mr Jim Jenkins, group customer services manager and Mr Brian Taber, regional sales manager for the South and South West of England, are appointed to the board of Tudor Processing. Mr Roger Tombs, regional sales manager for London, Anglia and the Northern Home Counties joins the board of Tudor Photographic Wholesale Ltd and Mr Laurie Palmer, plant director of Tudor Processing Ltd is appointed to the board of Developrint Ltd. Mr John Ball, retains his directorships of Tudor Processing Ltd and Developrint Ltd and assumes the responsibility of general manager for the Tudor Photographic Group Ltd. Mr Peter Semlyen resigned as chairman of the board but continues to hold a position on the group board as a non-executive director.

**Petroleum jelly**: BP soft white grade 54 £526 metric ton delivered UK in 170-kg drums; yellow BP in grade 60 £526 in 174 kg drums.  
**Sodium ascorbate**: 100-kg lots £5.41 per kg.  
**Sodium hydroxide**: Pellets BP 1973 in 50-kg lots £0.90-£1.81 kg ex works.  
**Sodium sulphate**: Fine crystals BP £109 per metric ton, pea crystals £131.20; commercial £43.10 ex works.  
**Sodium sulphite**: Crystals £0.216 kg (500 kg minimum).  
**Thiamine**: Hydrochloride / mononitrate £18.87 kg in 20-kg lots of British origin; 500-kg £17.66.  
**Tocopherol**: DL alpha 5 kg £17.05 kg.  
**Tocopheryl acetate**: DL-alpha per kg £14.30 (in 20-kg lots); adsorbate £13.42 (25-kg); spray-dried £11.83.  
**Vitamin A**: (per kg) acetate powder ½ miu per g £17.55 (5 kg lots); palmitate oily concentrate 1 miu per g £17.27 (5-£); water miscible £4.84 litre (6-litre pack).  
**Vitamin D2**: Type 850 £49.50; type 80 £5.61 kg (25-kg lots).  
**Vitamin K**: £1.16 kg.

### Crude drugs

**Balsams**: (kg) **Canada**: Easier at £12.35 on the spot, shipment £12.30 cif. **Copaiba**: No spot; £5.65, cif. **Peru**: £10.80 spot; £10.85 cif. **Tolu**: Spot £5.30.  
**Benzoin**: £214 cwt, cif.  
**Camphor**: Natural powder £10.25 kg spot; £9.25, cif. Synthetic 96% £1.32 spot; £1.28, cif.  
**Cascar**: £1.445 metric ton spot; £1.430, cif.  
**Cochineal**: (kg) Tenerife black brilliant £20 spot; £19.75, cif, nominal; Peru silver £19.60; grey spot £19.40, cif.  
**Honey**: (per metric ton in 6-cwt drums ex warehouse). Australian light amber £670-£700; medium ambers £600-£620 Canadian £1,000; Mexican £710; Argentinian (white) £900.  
**Hydrastis**: Spot £29.35 kg; £29.40, cif.  
**Jalap**: Brazilian £2.45 kg, cif.  
**Liquorice**: Root, no spot; £605 metric ton, cif. Block juice £1.400 metric ton spot.  
**Lobelia**: European, no spot, £148 kg, cif.  
**Menthol**: (kg) Brazilian £6 spot £6.50, cif. Chinese £5.65 spot; £5.80, cif.  
**Pepper**: (metric ton) Sarawak black £925 spot, \$1,450, cif; white £1,325 spot; \$2,175, cif.

### Essential and expressed oils

**Camphor**: White £1.25 kg spot; £1.15, cif.  
**Cedarwood**: Chinese £175 kg and cif.  
**Citronella**: Ceylon £2.65 kg spot; £2.10, cif. Chinese £3.80 spot; £3.72, cif.  
**Eucalyptus**: Chinese £2.65kg spot; £2.50 cif.  
**Olive**: Spanish £1,665 per metric ton in 300-kg drums ex-wharf; EEC origin £1,550.  
**Patchouli**: Indonesia £17.20, kg spot and cif.  
**Peppermint**: (kg) Arvensis — Brazilian £6.40 spot; £6.25 cif. Chinese £3.90 spot; £3.85, cif. American piperata £13.50.  
**Petitgrain**: Paraguay £10 kg spot, £9.30 cif.  
**Sandalwood**: Mysore £60 kg spot. East Indian £54 spot.  
**Vetiver**: Java £15.70 spot; £15.50, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.



# SIMARA MAIL ORDER WHOLESALE Coming to Ireland

**FLUSH PARK, KNOCKMORE, LISBURN, CO. ANTRIM,  
NORTHERN IRELAND BT28 2EL.**

**Tel: 70562 and 76681**

We open our brand new purpose-built warehouse in Dublin on  
November 2nd at:—

**UNIT T18, STILLORGAN INDUSTRIAL PARK, DUBLIN 18**

**WATCH FOR DETAILS**

**\* THE TRUE DISCOUNT WHOLESALE \***

*For further information about Dublin, ring 09066 4418*

## Lancashire

### FAMOUS FRAGRANCES

present

### "SECRETS"

The new fast line for this year. The flying £1 perfume line.  
Five well-known fragrances. Sold on fragrance, boxed,  
fantastic flash with backflash and back up promotions.



**FAITHFULLY REPRODUCED BY  
MATCHMAKERS NOS 1,2,3,4 & 5**

**Sshhh . . . It's a secret.  
Only you will know!**

*(Bone Fide wholesale enquiries)'*

Ring now to secure supply:

Famous Fragrances 0253-27049 (evenings 0253-22817)

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### VISIT OUR SUPER NEW "PERFUMERY"

#### WORKSHOP

For branded perfumery —  
we **DO** have something different!!

*plus*

#### Copy Perfumery

featuring the famous Second Edition and Masquerade fragrances

\* \* best copies in the business \* \*

*plus*

**Booking orders of special offers in trial sizes and  
28g boxed sprays — in quality presentations of  
OUR OWN MANUFACTURED BRANDED PERFUMERY**

*Don't be pressure sold by the big cosmetic and perfumery  
manufacturers!! — Ideally situated — Central Home  
Counties (within easy reach A1/M11)*

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**LOWER GOWER ROAD, ROYSTON, HERTS**

**Telephone: 0763 47858**

*Opening Hours:*

*Monday-Thursday 9.30am-6pm; Friday 9am-3pm  
(or by special appointment)*



**NUMBER ONE**  
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Mount Street, Nechells,  
Birmingham.  
021-328 6377

**ACTION SPEAKS LOUDER  
THAN WORDS**  
**We'd Love To See You**

**NUMBER ONE**  
Unit 2,  
Redbank House,  
43 Redbank,  
Cheetham,  
Manchester 8.  
061-832 6895



# LONDON COSMETIC SALES

47 FARRINGDON ROAD, LONDON EC1

TELEPHONE: 01-404 4679, 01-242 2197/8 TELEX: 885341 A/B GOBKIK G

WHOLESALE, MANUFACTURERS, IMPORTERS & EXPORTERS

Cut price cosmetics & perfumes (ex-stock available)

OFFERS TO  
TRADE, SUB-WHOLESALE, CHEMISTS, AGENTS, MARKET TRADERS, PARTY PLANNERS



Large range of branded stock available

2½% DISCOUNT  
FOR ORDERS OVER  
£150.00 IF YOU  
BRING THIS ADVERT  
WITH YOU

5% DISCOUNT OF  
ORDERS OVER £500  
IF YOU BRING THIS  
ADVERT WITH YOU

Large selection of branded & unbranded gift sets available for Xmas & otherwise

OPEN 7 DAYS A WEEK

Monday to Friday..... 9 a.m. until 5.30 p.m.  
Saturday..... 9 a.m. until 2.00 p.m.  
Sunday..... 8 a.m. until 3.00 p.m.

Open on Saturday only up till Christmas

MAIL ORDER DEPT:

Delivery by post & Red Star

Orders over £500 delivered free of charge within UK

Write or Phone for details

For price list please send s.a.e.

WE ADVISE A VISIT TO OUR SHOWROOM OWING TO CONTINUOUS NEW ARRIVALS



PROMPT  
MAIL ORDER  
SERVICE

## MASSIVE CLEARANCE

FAMOUS NAME COSMETICS

ROCK  
BOTTOM  
PRICES

HELENA RUBINSTEIN CACHET	CARVEN	MAX FACTOR
YAROLEY	GDYA	MENS TOILETRIES
MAX FACTOR	GALLERY COSMETICS	FABERGE
COTY	COTY	OLD SPICE
COTY EQUATONE	HELENA RUBINSTEIN	ARAMIS
REVLON	REVLON	L'OREAL
FABERGE	CHANEL	SHAMPOO
MADAME ROCHAS	CHRISTIAN DIOR	REVLON
TABU	V.U. TED	TALC
MAX FACTOR	YVES SAINT LAURENT	MARIGOLD BRAND

SEND FOR COMPREHENSIVE CATALOGUE & PRICE LIST



**PHILIP WINNER & CO**  
65 FARRINGDON ROAD, LONDON, EC1M 3JR

**CALLERS WELCOME**

**BY POST,  
RED STAR,  
ROAD OR RAIL  
TEL 242 5288**

WAREHOUSE OPEN DAILY  
9 TO 5, SAT. 10 TO 1.  
CALLERS ALWAYS WELCOME — EASY PARKING  
2 minutes from Farringdon Underground.

## COPPER BRACELETS SABONA OF LONDON LTD

MORE PEOPLE THAN EVER BEFORE  
ARE ASKING FOR SABONA BRACELETS  
BY NAME, FOLLOWING THE T.V.  
PROGRAMME "MEDICAL EXPRESS".  
THE FIRST PLACE THEY GO TO IS THEIR  
LOCAL CHEMIST, SO WHY NOT STOCK  
THE SABONA RANGE — THE MARKET  
LEADER AND ORIGINAL COPPER  
BRACELET COMPANY, ESTABLISHED IN  
1959. OUR REPUTATION HAS STOOD  
THE TEST OF TIME FOR OVER 21 YEARS  
WITH SALES OF NEARLY 2 MILLION  
BRACELETS.

WRITE OR PHONE FOR DETAILS:  
**Sabona Rheumatic Relief Co. Ltd.,**  
73 New Bond Street, London W1.  
Tel: 01-629 6921; 01-493 9438



# PERFUMES

## Carbochard 30ml SPR £2.50

<b>ESTEE LAUDER GIFT SET</b>	
CINNABAR EDP SPR	15gm
CINNABAR EDP SPR	50gm
ALLIAGE SPORT SPR	15gm
ALLIAGE SPORT	50gm
ESTEE SUPER EDP	60gm
PRIVATE COLLECTION	15gm
OPIUM EDT SPR	36ml
OPIUM EDT SPR	69ml
OPIUM EDT SPR	60ml
OPIUM EDT SPR	120ml
OPIUM PERFUME	7ml
OPIUM DEODORANT SPR	69ml
OPIUM BATH POWDER	4oz
OPIUM BODY VEIL	4oz
OPIUM SILKY BATH	4oz
FAROUCHE EDT SPR	48ml
CAPRICCI EDT SPR	48ml
CHARLIE COL SPR	14ml
CHARLIE COL SPR	60ml

## Charlie 60ml SPR £1.95

* CHANEL No. 5 PERF	7ml
* CHANEL No. 5 SPR	7ml
* CHANEL No. 5 COL	118ml
* CHANEL No. 5 EDT	118ml
* CHANEL No. 5 SPR	118ml
* CHANEL No. 19 PERF	7ml
(as No. 5 SPR)	
* CHANEL No. 19 COL	118ml
* CHANEL No. 19 EDT	118ml
* CHANEL No. 19 EDT/SPR	118ml
MISS DIOR COL	112ml
MISS DIOR COL SPR	
MISS DIOR EDT	112ml
MISS DIOR EDT/SPR	
DIORISSIMO COL	112ml
DIORISSIMO COL SPR	
DIORISSIMO EDT	
DIORISSIMO EDT/SPR	
L'AIR DU TEMPS SPR	48ml
L'AIR DU TEMPS EDT	60g
L'AIR DU TEMPS EDT	108g

## Je Reviens 60ml EDC/SPR £3.95

L'AIR DU TEMPS PERF	7ml
L'AIR DU TEMPS SPR	30ml
L'AIR DU TEMPS PERF	1oz
RIVE GAUCHE DEOD SPR	
RIVE GAUCHE PERF	7ml
RIVE GAUCHE SPR	33ml
RIVE GAUCHE SPR	30ml
RIVE GAUCHE POWDER	
RIVE GAUCHE BODY LOTION	
CALANDRE PERF	7ml
CALANDRE EDT	60ml
METAL PERF	7ml
METAL EDT	50ml
CARDIN LADY'S SPR	30ml
CARAN POUR HOMME SPR	30ml
FLEUR DE ROCCAILLE SPR	30ml
FORTILEGE SPR	60ml
MEGARA SPR	60ml
Y.F.L. "Y" SPR	30ml

## Le Gallion Perf. 20ml SPR 89p

LE GALLION PERF	20ml
LE GALLION EDT/SPR	
LE GALLION EDT	100ml
VIVRE SPR	30ml
HO-HANG SPR	30ml
ANIAS SPR	50ml
YENDI SPR	30ml
PUCCI CIGNAR SPR	30ml
PUCCI VIVARA SPR	30ml
MADAM ROCHES PERF SPR	7ml
MADAM ROCHES EDT SPR	57ml
* ARAMIS A/S	60ml
* ARAMIS A/S	120ml
* ARAMIS COL	90ml
* ARAMIS COL	180ml
* ARAMIS COL	60ml
* ARAMIS COL	120ml
* ARAMIS 900 A/S SPR	125ml
* ARAMIS 900 COL	125ml

## Heaven Scent 10ml SPR 50p

* ARAMIS 900 COL SPR	125ml
* ARAMIS 24 HOUR DEOD SPR	
PIERRE CARDIN A/S SPR	48ml
PIERRE CARDIN A/S SPR	55ml
BOGART A/S SPR	30ml
BOGART EDT/SPR	30ml
* PACO RABANNE A/S	60ml
* PACO RABANNE A/S	120ml
* PACO RABANNE A/S SPR	90ml
* PACO RABANNE COL	60ml
* PACO RABANNE COL	12ml
* PACO RABANNE COL SPR	
* PACO RABANNE TALC	
* PACO RABANNE DEOD	
EAU SAVAGE A/S SPR	
EAU SAVAGE EDT	
EAU SAVAGE EDT/SPR	
JULES COL	112ml
JULES A/S	112ml
TABAC A/S	95ml
PAGAN MAN A/S	
PAGAN MAN TALC	
JOVAN A/S	50ml
JOVAN A/S	100ml

## Intimate 7grm SPR 58p

The items listed above are those which we have in stock, or will have before Xmas. Orders for the items marked \* will be dealt with in rotation as stocks are available. We have many other perfumes, gift sets, after-shaves available. Please call at our warehouse or ask our sales staff for further details. We will be open Saturday and Sunday 10am-3pm to take orders by telephone or for personal callers. Until further notice we are open Monday-Friday 9am-6pm and for the next few weeks Monday, Wednesday and Friday until 9pm. Please telephone in advance if you wish to come along.

## WEST LONDON CASH & CARRY

### 397 ACTON LANE, ACTON W3

(off Acton High Street, beside Town Hall)

01-993 6409 or 6400; Telex: 888941 LCC1G (West Cash)



## London



### AGENCO SUPPLIES AGENCY

*Stockists of Branded French and English Perfumery and Cosmetics at Discount Prices*

Make the most of your shelf space this year!

#### SHOWROOM SALES:

739 Eastern Avenue, Newbury Park, Ilford, Essex.

Telephone: 01-599 1508.

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### Perfumes and Cosmetics

Wide range of branded and non-branded cosmetics and perfumes. Also exclusive French perfumes. Wholesale only

#### SHURE ENTERPRISES

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Tel: 01-247 3122

### XMAS STOCK AT SPECIAL PRICES.

Perfumes, Cosmetics and Sundries.

Cash & Carry — Wide selection.

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Please telephone 01-960 0319 —  
Ample parking.

## London/Business Opportunities

**WE BUY FRAGRANCES AND COSMETICS IN VOLUME FOR EXPORT ONLY. OFFERS REQUIRED ON A REGULAR BASIS — IN WRITING ONLY (BY LETTER OR TELEX)**

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## Cheshire

### Lyric Cosmetics

Stock an exclusive range of all leading branded and unbranded

Perfumes, sun preps and sunglasses

CALLERS ALWAYS WELCOME — PERSONAL ATTENTION ASSURED

Conveniently situated at the end of the M63 at Stockport  
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### COPPER BANGLES

Why not try a  
BANGLE DISPLAY UNIT

40 assorted solid copper bangles in an attractive point of sale  
basket display — £27 plus VAT.

**COPPERCRAFT OF MALTON, North Yorkshire.**

Tel: 09442 638

## Midland

MIDLAND  
CHEMISTS

# We deliver...

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## Tel: (0203) 504064

**Hiron Wholesale** 51 Crecy Road, Cheylesmore, Coventry

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### SPECIAL NOTICE TO OUR CUSTOMERS

**We are now covering the whole of Ireland  
A.P. COSMETICS**

10 Lower Captain Street, Coleraine,  
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and

Unit D8, High Hibernian Industrial Estate,  
Green Hills Road, Tallaghtip (*awaiting phone*)

We carry large quantities of most major branded names of perfumes, cosmetics and make-up. Other top class merchandise can also be obtained through us.

**Christmas lines in stock**

## Tyne & Wear

### TYNE COSMETICS LTD

**PO BOX 2AS, 18 Broadchare,  
Quayside, Newcastle-upon-Tyne  
NE99 2AS**

We are very pleased to announce that our new modern showroom has just opened. We have over 500 lines on display, many of the top names, and all — and we repeat all — at discount prices.

Christmas lines in stock, and postal enquiries welcome.

Please phone:  
**(0632) 614936 or 327959**



# Midland Cosmetic Sales Ltd.

THORNBURY ROAD, PERRY BARR,  
BIRMINGHAM B20 3DE TELEPHONE 021-356-0099

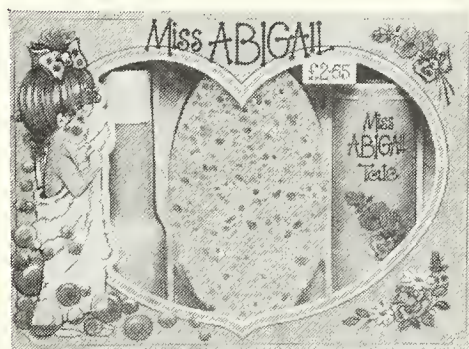
Monday to Friday 9.30-5.00 p.m.  
Sunday (up to Christmas only) 9.30-1.00 p.m.

Late night by prior arrangement

Manufacturers of perfumes, cosmetics & toiletries



**CASKETS** Still an incredible seller, this one will go forever. Now this year Brodie Caskets for Men.



**MISS ABIGAIL** You all wanted a good child's pack, this isn't good it's the best. This one has to sell out. Don't miss out.

## WE LEAD — OTHERS FOLLOW

We don't normally advertise that we are the biggest and best manufacturer of Xmas gift sets in the country, but other people keep saying they are. However, imitation is the sincerest form of flattery. Our products prove themselves by how they sell. We are producing over 1 million.



**CLOSE ENCOUNTERS** One of our most expensive packs but everyone repeats on this one. Spun aluminium containers look superb.



**PERFUME JEWELLERY** This has got to be the best, as everyone tries to copy it (badly, we may add). This line is better than money in the bank.



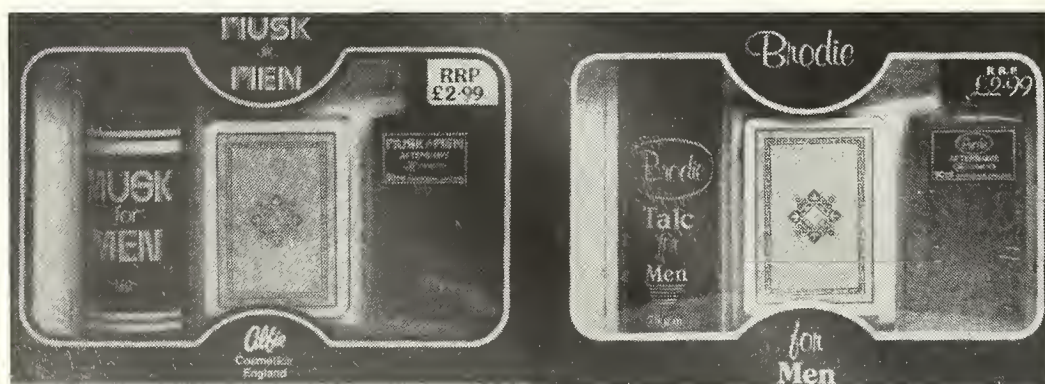
**SMELLIE WELLIE** Good for laughs (and they are hard to find this year). Come early. Silly prices on quantity.



**ALFIE** Simply terrific.

1,000,000 sets and perfumes this year. So buy the best

BUY **Alfie** NOTHING, REPEAT  
NOTHING, SELLS LIKE **Alfie** WE  
ARE THE No. 1



**BRODIE/MUSK FOR MEN** Sold out early last year. Doubled production but sales already incredible by the time you read this. Half already sold. Get in quick!



**ICED SPICE** It's what you asked for. Easily the best £1 selling profit line this year. Don't miss it. It's new and selling well.



## IS SOLD BY ALL GOOD WHOLESALERS

Wholesalers stock available for immediate delivery. It's been a hard year — don't miss out at Xmas. Full set of colour photos available by request.  
P. S. Our terms are COD. Please no dreamers with tuppence in the bank our time is valuable.



# STILL MORE!

**PERFUME & COSMETICS  
THAN ANY OTHER COMPANY AROUND**

**STILL MORE!** SELECTION  
**STILL MORE!** BRAND NAMES  
**STILL MORE!** COMPETITIVE  
**STILL MORE!** CHOICE

An extensive range of cosmetic bags, mirrors, brushes & accessories.

**CHRISTMAS  
GIFT SETS  
NOW IN  
STOCK**



**FGM COSMETICS & PERFUMES**  
*Suppliers to retail, wholesale & export.*  
Opening hours: Mon. - Fri. 9 a.m. - 5.30 p.m. Sunday 10 a.m. - 2.00 p.m.  
10-12 Park Place, off Cheetham Hill Road, Manchester M4 4EY. Tel. 061-833 9652.

**GERALD FRASER**  
**WHOLESALE COSMETICS**  
402 CHEETHAM HILL ROAD,  
MANCHESTER. TEL. 061-740 9811

Gerald Fraser  
has Christmas Gift Sets  
Gerald Fraser  
has Discount Cosmetics  
Gerald Fraser  
has French Perfume  
Gerald Fraser  
has English Perfume

**All Christmas  
Gift Sets in stock**

Give us a call we may have  
something different

**OPENING HOURS:**

WEEKDAYS 9.30 a.m. until 5 p.m.  
SUNDAYS 9.30 a.m. until 2 p.m.

Sheffield

## PERFUMES!

If you are looking for a Bumper Christmas  
Come and See Us Now!

We offer the best quality branded range in the  
U.K. - current stocks include all leading brands.

YARDLEY - REVLO - ARAMIS - CHLOE -  
RUBENSTEIN - RIVE GAUCHE - FIDJI - NINA RICCI  
- CHARLES OF THE RITZ - PAGAN - DENIM -  
CACHET CALECHE - JOVAN - FABERGE - ETC.  
OLD SPICE - LENTHERIC

*We believe nobody offers more! See you at*

**Pricecheck**  
**TOILETRIES LTD**

UNIT 10, ROYAL LONDON INDUSTRIAL ESTATE,  
PETRE ST., SHEFFIELD 4. TELEPHONE 0742-616828  
OPEN: 9am to 6pm Monday to Friday; 9.30am to 1.30pm Sunday  
**LATE NIGHT THURSDAY**

\*CERTAIN LINES ON RESTRICTED DISTRIBUTION TO  
PARTY PLANNERS AND FACTORY AGENTS ONLY



## Business for sale

**X1 — SUFFOLK** — This delightful village pharmacy close to the Norfolk border offers charming living accommodation in 18th century property. Current turnover £125,000 per annum. Scripts average 2,250 per month. Freehold property for sale at £45,000 + stock at valuation. Offers for goodwill, fixtures and fittings around £30,000.

**X2 — NORTH WALES COASTAL AREA** — This freehold property with excellent 3 bedroom living accommodation is situated sufficiently far enough outside of this major holiday resort not to be affected by seasonal trade. This building is small and easily run, thus providing an ideal setting for enjoying outside activities. The property has a large garden and there are excellent views of Snowdonia and surrounding countryside. Property £37,000, stock at valuation approx £10,000, goodwill and fixtures £2,000.

**X3 — ANGLESEY** — Freehold lock-up premises in pleasant coastal village. Turnover £100,000 p.a. and scripts 1,600 per month. Property, goodwill and fixtures £37,000 plus stock at valuation.

**X4 — SALFORD (LANCASHIRE)** — Lock-up shop serving council estate, turnover to 31st March 1981 expected £90,000. Based on 1,600 scripts per month. Rent £750 per annum. Reasonable offers considered for goodwill and fixtures to effect a good sale.

**X5 — SOUTH WEST LANCA-SHIRE** — Large excellently modernised and fitted-out property close to town centre. Turnover to April 30th, 1981, £116,000. Scripts average 2,000 per month. Good future potential. Freehold and fittings £12,000. S.A.V. approx. £20,000.

**X6 — CENTRAL LANCs** — Main road pharmacy close to the centre of a characterful town dispensing approximately 1600 scripts per month. Turnover on 31st May 1980 £68,798. Freehold property for sale at £12,000 although a lease will be considered. Stock at valuation approximately £10,000. Offers invited for goodwill and fixtures.

**X7 — LINCOLNSHIRE** — Good living accommodation is contained in these shop premises in the centre of a busy holiday resort on the Lincolnshire coast. Turnover is running at around £100,000 p.a. with excellent profits. Scripts average 1,550 per month, freehold property £23,000, goodwill, fixtures and fittings £15,000 plus stock at valuation.

**X8 — DERBYSHIRE** — High Peak. This nine-year-old large lock up unit on rent at £950 per annum was purpose built to serve a council estate of 5,000 people. Turnover in 1980 was £84,500 on scripts averaging 1,650 per month. Scope for diversification of counter trade. Fixtures and fittings £4,000, offers invited for goodwill, plus stock at valuation.

**Ernest J. George & CO**  
GARDALE HOUSE, 122 GATLEY ROAD, GATLEY, CHEADLE,  
CHESHIRE SK8 4AT Tel: 061-428 6718/9

## Shopfittings

### SLASH SHOP EQUIPMENT COSTS

Competitive prices on shelving, wall fixed or freestanding. SPUR READICLIP, ARNEG. Plus Gondolas. Baskets, Dumpers, Price Guns. Proven Products. Prompt service. HP / Leasing available. Free Estimating.

**Home Counties Shop Equipment**  
Spur House,  
Ofterspool Way, Watford-By-Pass,  
Watford, Hertfordshire.  
Telephone: (0923) 34528

## Business for sale

### SCOTLAND North East Coast

Old established pharmacy, newsagents and general merchants business. Substantial property. Turnover £66,000. Owner retiring. Price for property and fittings £30,000 plus stock and equipment at valuation.

#### GRIGOR & YOUNG

Solicitors and Estate Agents  
10 East Church Street, Buckie,  
Banffshire.  
Tel: Buckie 31137

## Stock wanted

### A. & H. OTTER LTD.

(established 1920)

Largest cash stock buyers in the trade for manufacturers' clearing lines, and retailers' stocks.

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EC1V 0BA. Tel: 01-253 1184/5.  
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E.C.1. (TCW)

## Midland

### Three Pears Cosmetics



Station Road  
Warley  
West Midlands

WE OFFER A  
LARGE RANGE OF  
TOP QUALITY  
PERFUMES AT  
BELOW TRADE PRICES.

CONTACT  
ANGELA CLARKE  
ON 021-559 9367

(3/5F)

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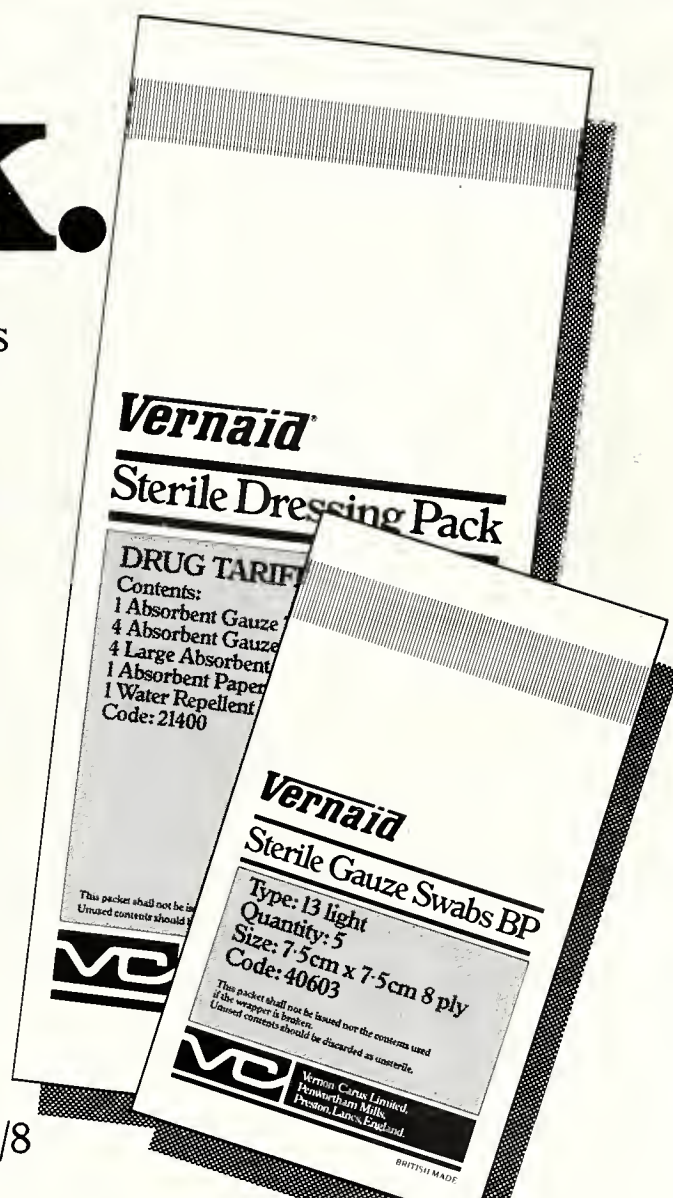
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